A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

February 16, 1970

International Commerce

Chicago meeting spotlights Midwest traders in action

A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Trade Winds

Company News

PROCESS EQUIPMENT—Allis-Chalmers, Milwaukee, has formed an affiliate company in Spain, A—C Iberia, S.A. of Madrid, with the Spanish investment firm Kabana S.A. A—C will manufacture, sell and service products of the Wisconsin firm's Mechanical Groups, including mining and processing equipment.

ELECTRONICS—Technitron, Inc., Carol Stream, Ill., has signed an agreement with a British firm allowing it to manufacture and sell Technitron's full line of solid-state electronic resistance welding controls. The firm, K & N Electronics, Ltd., Maidenhead, Berks, a suburb of London, was also awarded the Scandinavian and U.K. markets exclusively. Manufacturing facilities will begin operations early this year.

PET FOOD—Ralston Purina International, St. Louis, has acquired a majority interest in the Felix Bonzo Group of Etten-Leur, Holland, largest independent pet food manufacturer in Europe. The Dutch company has production facilities in the Netherlands and France and sells cat and dog foods under the Felix and Bonzo brands.

TIRE RETREADING—Bandag, Inc., Muscatine, Iowa, manufacturer of cold process tire retreading materials and equipment, has opened a franchise operation in Manila, its first in the Far East. Bandag, a 1966 "E" Award recipient, now has franchises in more than 40 countries. It plans expansion this year into Singapore, Taiwan, Korea, Japan, Thailand, Hong Kong and Indonesia. The Manila operation will be handled by Dupro Philippines, Inc.

METAL TREATING—Lindberg Corp., Chicago, has completed a metal treating facility at its Schaumburg, Ill., technology center to use the French-developed Caubet process for giving an anti-friction finish to hardened metal surfaces. Lindberg was licensed by REFAC, Inc., New York, to set up the process in each of 13 metal treating plants, and to build the special furnaces and equipment needed. The Caubet process, which diffuses a sulfur compound into steel surfaces, is useful for gears, bearings, tools and other moving parts subject to severe lubrication problems under dry or hot conditions.

Newsletter

The Paris U.S. Trade Center has hit the mark again. The January exhibition of Electronics Production Equipment, which followed the November inaugural show of lasers, produced 12-month projected sales of $7 million. At show's end eight agents had been appointed and another 27 candidates were under consideration. Of the 1,929 registered trade visitors, nearly 200 came from 14 countries outside France.

The combination of seminar and trade exhibition was successfully used to sell the latest U.S. products in the vacuum and cryogenics field in Japan. A January show at the Tokyo U.S. Trade Center drew 2,300 business visitors, including a large number of key industry leaders who came to see both seminar sessions and the exhibitors' displays. Exhibitors are projecting 12-month follow-on sales of $2.5 million.

Price, service, credit and reliability are the keys to marketing success in Thailand, says Director Ramin Lamsam of Thailand's Board of Trade, unsurprisingly. But note his remarks on reliability: "Thailand is half way around the world from America. Minor errors in shipping documents or bank papers, a missing page from an assembly or operating manual—easily resolved when customers in America are affected—become serious problems to us." And on service: "The manufacturer and his local agents . . . must be prepared to continue full service despite subsequent model changes, for we in Thailand cannot yet afford the concept of planned obsolescence."

Briefings on export finance for state banking associations are now a joint Commerce-Eximbank initiative. Invitations have been extended to 33 state banking associations visiting Washington between now and July. A number of delegations, numbering from 10 to 60 bankers, have already accepted. Commerce is also sending its overseas marketing studies to member banks of the Bankers Association for Foreign Trade, to assist the banks in export promotion activities with their client companies.

A striking increase in business and pleasure visitors from Japan is part of the latest analysis of foreign visitor figures issued by the Commerce Department. A total of 104,063 persons were inbound from Japan in the first 10 months of 1969, a 36.4% increase over the comparable 1968 figures. Only the U.K., with 227,592, and Germany, 129,281, now exceed Japan in sending overseas visitors to the U.S.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Ships from across the world rest in Lake Michigan against the changing Chicago skyline to symbolize this week's 33rd Chicago Mid-America World Trade Conference at the LaSalle Hotel. A perspective article by chairman Donald Erickson leads a special eight-page section on current trade initiatives in the Midwest states.

February 16, 1970
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International Commerce

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Special Report

Midwest Traders in Action: Articles on Company, State Activities, pages 2-9

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Midwest traders in action: meeting to look at decade ahead

This week's Chicago Mid-America World Trade Conference is under the chairmanship of Donald Erickson, board chairman of Arthur Andersen & Co., Chicago, who placed the conference in the following perspective for INTERNATIONAL COMMERCE readers:

During the 1960's most of the established rules or practices for carrying on international business have been bent, revised, obsoleted or eliminated.

ERICKSON

Many companies have, during the past decade, gone from basically a one-country existence to a position where potentially the world is their marketplace. The financing of international business, exports and imports has become a highly sophisticated science. Several hundred tons of goods or over 350 people today can be transported in one aircraft between major cities in the United States and Europe in about one-third of a day. Products can be packed in a virtually damage-proof container and then shipped in that container by rail and by ship or by air to almost any other major commercial nation. Enroute the aircraft or ship will likely pass near a tanker whose tonnage exceeds the entire tonnage of many World War II convoys.

The changes of the 60's only presage even greater and more dramatic developments to come in the 70's. The new rules and techniques of today will be different tomorrow. The business executive or international trader who fails to recognize the scope of the changes which have taken place and who does not keep up with the changes of the future will soon be as obsolete as the coal furnace, the hand posted bookkeeping system and the battleship.

In two compact days, Feb. 17-18, the Chicago Association of Commerce and Industry and the International Trade Club of Chicago are bringing together acknowledged experts in the key areas of international business.

The critical areas concerning all international businessmen which will be subjects of addresses and panel discussions are:

Nationalization and expropriation—how serious is the problem; what protection is there against it.

Financial considerations and practices in international business—new techniques, restrictions on investment, working with hard and soft currencies.

Marketing programs for consumer and industrial products and appropriate advertising techniques—stimulation of new demands, organizational considerations, problems in product receptivity.

Multinational corporations—what are they; what can they do; where are they going.

Attitudes, policies and future approaches of governments and trade blocs.

Business problems and opportunities for trade and investment in various areas of the free and communist world.

NOTE: A series of articles typifying current export expansion activities of agencies and companies in the Chicago Mid-America area follows on this and succeeding pages.

MIDWEST TRADERS IN ACTION

Illinois wants to stay No. 1

Foreign trade unit mounts state-wide effort to find more firms to export their goods

It's happening in Danville, Belleville-East St. Louis, Kankakee—in LaSalle-Peru, Elgin, Crystal Lake, Rockford, Joliet—and in points north, south, east and west across the State of Illinois. Businessmen are finding ways to enter the export market at a series of international trade conferences being sponsored by the International Marketing Division of the Illinois Department of Business and Economic Development.

In cooperation with the Chicago and St. Louis Field Offices of the U.S. Department of Commerce and the local Chambers of Commerce, the State unit is trying to cement Illinois' position as the nation's top exporting state through an 18-month program designed to reach every firm that is or might be interested in foreign trade.

At these conferences, which began last September, participants get information on:

- ► opportunities available abroad and the reasons for taking advantage of these opportunities;
- ► how to enter the export market;
- ► the importance of international trade;
- ► services available to them from the Illinois Department of Business and Economic Development, including the State's European Office in Brussels, Belgium;
- ► services of the U.S. Department of Commerce;
- ► identity of other firms in their own area that are successfully selling overseas.

Businessmen from between ten and thirty companies have attended each of these conferences, with the average attendance around thirty people. Future sites include Dixon-Sterling, Peoria, Aurora, Rock Island/Moline, Galesburg, Bloomington, Springfield, Decatur, Champaign/Urbana, Wheaton, Quincy, Charleston, Mt. Vernon and Marion. In addition, another twenty conferences are planned for the Chicago Metropolitan Area—ten in suburban areas and ten in the City of Chicago.

The program of the conferences includes a welcome by the local Chamber of Commerce executive; a presentation of one or two local exporters who relate the experiences of their company's international sales program; an explanation of the services available from the field offices of the U.S. Department of Commerce; and a discussion of the State Government's role in promoting and facilitating exports and international transportation from Illinois. This is followed by a general question and an-

XUM

ILLINOIS AIMS TO STRENGTHEN its position as the top exporting state through a series of conferences designed to attract new firms into world trade, or get current exporters to expand their efforts. Above, Roy C. Dickerson, director of the state Dept. of Business and Economic Development, addresses a session.

swer session and personal consultations by the Federal and State representatives.

Participating companies are given publications prepared by the Department of Business and Economic Development, including statistical data on U.S. and Illinois exports, an export manual, department brochures, a directory of international service companies, an airfreight directory, and a steamship services guide; and U.S. Department of Commerce publications such as the *Introductory Guide to Exporting, Marketing Aids for Higher Export Profits,* a copy of INTERNATIONAL COMMERCE, and numerous other checklists and informational guides. The company executives are urged to read the material and investigate the possibilities of entering the export field.

Many have questions at the conferences or call within a few days. Some are concerned with specific problems while others ask for general assistance in starting an export sales program.

Approximately three weeks after the meeting, the International Marketing Division sends a follow-up letter to each participant asking if they want or need any assistance. The companies are also added to the Department's mailing list to receive trade leads from the European Office, a planned monthly newsletter on international trade, and other new publications. Their names will also be included in Illinois' next International Trade Directory.

Export firms which have supplied guest speakers include Tridan Tool & Machine, Inc., Danville; Hyster Company, Peoria; Young Metal Products, Inc., Granite City; Marsh Stencil Machine Co., Belleville; J.M.J. Industries, Belleville; Carus Chemical Co., La Salle; Graphic Electronics, Inc., Ladd; Pope Brace Co., Kankakee; Elgin Sweeper Co., Elgin; Harig Products, Inc., Elgin; Oak Manufacturing, Crystal Lake; Process Engineering Corp., Crystal Lake; Barber-Colman Co., Rockford; Sundstrand Machine Tool, Belvidere; and Caterpillar Tractor Co., Peoria. Some of the companies are just beginning their export activity while others have been selling overseas for many years. Various techniques are being used, including direct sales, distributor networks, and overseas production facilities.

Offices abroad

The participants at the conferences are also informed of the services of the State of Illinois' European Office, 5 Place du Champ de Mars, Brussels 5, Belgium. Staffed with a manager and specialists experienced in international trade, it has four major objectives: to promote the sale of Illinois products; to stimulate use of Illinois ports; to encourage foreign investment in Illinois; and to attract tourists from overseas.

The Brussels office places European markets right at the front door of Illinois businessmen. Through insight into industrial and commercial practices in the European market, and contacts with foreign businessmen, members of the multilingual Brussels staff provide an intermediary service, and are active in establishing leads useful in creating and expanding business for Illinois firms.

As the leading export state, Illinois is vitally concerned with international trade. The State leads in all three principal export categories—manufactured goods, agricultural products and total overseas sales. The export total of more than $2.5 billion (1966) accounts for approximately 9% of total U.S. exports. Additionally, in 1966 Chicago led all U.S. metropolitan areas in the production of manufactures for export, supplying more than one-half of the State's total for that year.

Non-electrical machinery has long been the most important manufactured export of Illinois, which exported $918 million of this type of machinery in 1966 (mostly construction equipment and farm machinery), an amount greater than any other state and equal to nearly one-fifth of the nation's total in that category. Among the State's other principal manufactured exports were food and kindred products, $206 million; electrical machinery, $152 million; and transport equipment, $139 million. Combined, these four product classes accounted for $1.4 billion, or approximately 75% of manufactured exports from Illinois in 1966.

Illinois farmers rely heavily on exports for income. Illinois was the nation's leader in agricultural exports in 1967-68 for the fifth consecutive year. Foreign sales of agricultural goods totaled $585 million for the fiscal year. Approximately 23% of Illinois' cash receipts from farming are accounted for by exports. About one-third of corn, one-half of soybean, and three-fifths of wheat cash receipts come from sales in foreign markets. Export sales per farmer in Illinois average $4,500.

Plans to make Chicago the center of an expanded foreign trade for agricultural products are being formulated by the newly created Mid-America International Agri-Business Trade Council. Through this unit, the Departments of Agriculture of 12 midwest states and the Federal Government will cooperate to increase exports of agricultural products from mid-America.

INDIANA TRADE MISSION, with Governor Whitcomb (fourth from l.), attends reception in Hamburg. Business members (l. to r.): Rieke, Williams, Proctor, Biddle, Keuthan, Gerig, Hull, Schouweiler, Wilson.

MIDWEST TRADERS IN ACTION

Indiana plans additional promotion this year after lively '69 mission

Fourth group to go abroad from State expects significant sales to develop; Hoosiers may open office on Continent

Indiana is stepping up its promotion of international trade after a successful trade mission to Europe last November, according to the State's Department of Commerce. This year has been designated World Trade Expansion Year in the Hoosier State as governmental and private sources undertake programs to stimulate such activity.

Sponsored by the Indiana Department of Commerce, the mission was well received, its members said. Eight Indiana businessmen and Governor Edgar D. Whitcomb spent 25 days—in Dublin, Brussels, Hamburg, Zurich, Lausanne, and Athens—seeking overseas markets for Indiana products and closer business ties with European companies and trade organizations.

Lieutenant Governor Richard E. Folz, director of the State Department of Commerce, is optimistic that several proposals offered by trade mission members will result in significant sales. Folz said the greatest dollar values in sales are expected to result from discussions in Brussels, Hamburg, and Zurich.

Mission members initiated discussions on the possibilities of joint ventures, distributorships, and licensing arrangements with companies on the Continent.

Preliminary plans for 1970 missions to Europe and the Orient now are under consideration.

Governor Whitcomb said the results of the trade mission have prompted him to study the feasibility of opening an Indiana office in Europe, with Brussels the most likely selection.

Several promotional programs this year will center on farm exports, Hoosier officials say. State and agricultural specialists from Purdue University are arranging participation in the Mid-America International Agri-Trade Council. The State's Agribusiness Foreign Trade Committee—made up of industry leaders and farm organization representatives—is already disseminating information on the techniques and export potential of farm products.

The Indiana Department of Commerce is scheduling for the spring months a series of export seminars in major cities throughout the State.

The Governor noted after a post-trade-mission debriefing session that 1970 is an excellent year for intensive trade promotion because the State will dedicate a deep water port on Lake Michigan.

The fall mission was led by Gerald L. Williams, of the International Trade Division of Indiana's Department of Commerce. Other members of the trade mission were:

Kenneth Biddle, Biddle Screw Products Co., Inc., Sheridan; Forrest Gerig, Gerig Furniture Co., Auburn; Frederick Keuthan II, Sargent Paint, Inc., Indianapolis; David Proctor III, Indiana National Bank, Indianapolis; Mahlon Rieke, Rieke Corp., Auburn; Edwin Schouweiler, Old Fort Industries, Inc., Fort Wayne; and Ramon Wilson, Agricultural Experiment Station, Purdue University, West Lafayette. George Hull, Fletcher National Bank & Trust Co., Indianapolis, is a part-time participant.

The Indiana trade mission was the fourth to be organized by the State and approved by the U.S. Department of Commerce. The third, to the Far East in the spring of 1968, appointed 15 agents and has reported first-year sales resulting from the mission at about $1.2 million.

Chicago school issues Belgian business study

Six specialists have contributed to *Doing Business in Belgium*, seventh in a continuing series published by Chicago's De Paul University, which is packed with information pertinent for both traders and investors doing business in and with Belgium.

Men well acquainted with the Belgian business scene cover the following areas: an extensive description of the Belgian people, economy and market; a detailed analysis of marketing tools, techniques and channels; sources of trade and investment financing in Belgium and an outline of the banking and financial institutions; a concise account of company law and the legal aspects of establishing a business; and, a unique exposition of the tax aspects of doing business as it affects a company operating under changing corporate structures, varying from export sales to ultimate establishment of a Belgian subsidiary.

Contributors are: Professor Jac L. Goldstucker, who also edited the book; certified public accountant Richard J. Bannon, attorney Thomas L. Coleman, banker Neil A. Franzen, certified public accountant Donald P. Horowitz, and U.S. Commerce Department economist Robert H. Walker.

Write: De Paul University, 25 East Jackson Blvd., Chicago, Illinois 60604. The 68-page volume costs $3.

XUM

FINNAIR PILOT AND HOSTESS show a control display unit of AC Electronics inertial navigation system they used on a Transatlantic flight on the Finnish airline, the first such flight by a transoceanic carrier to use the system without a human navigator aboard. It happened last October. At right two Japan Air Lines pilots are seen with the 50th production unit of the Carousel system made. They came to the AC plant in Milwaukee for operational training.

MIDWEST TRADERS IN ACTION

They entered exporting by way of moon

At least one Midwest company has entered exporting by way of the moon.

To make the 240,000-mile story short, AC Electronics Division of General Motors Corp. is now selling to this world's airlines an automatic inertial navigation system similar to that which took the U.S. astronauts to the moon and back.

The system comes as standard equipment on the new Boeing 747 superjets, but is being "retrofitted"—as AC space-age salesmen say—in earlier model jets.

In the past, using celestial navigation information on transoceanic flights, flight crews knew only where they had been a few minutes ago. With the AC Carousel IV inertial navigation system they can check at any instant exactly where they are in latitude and longitude through a scoreboard-like panel.

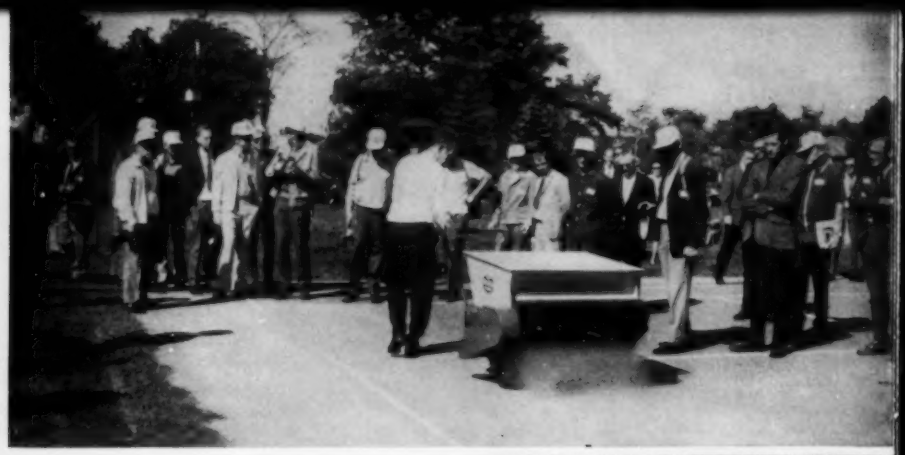
AC Electronics' entry into the export field came naturally, an example of follow-on aspects of today's advanced technology. After the Milwaukee company was selected in early 1967 by Boeing to provide the navigation system for the 747, Boeing had orders or commitments for the big plane from nearly every major airline around the world. The 747 was the first commercial aircraft for which such a navigation system was directly designed.

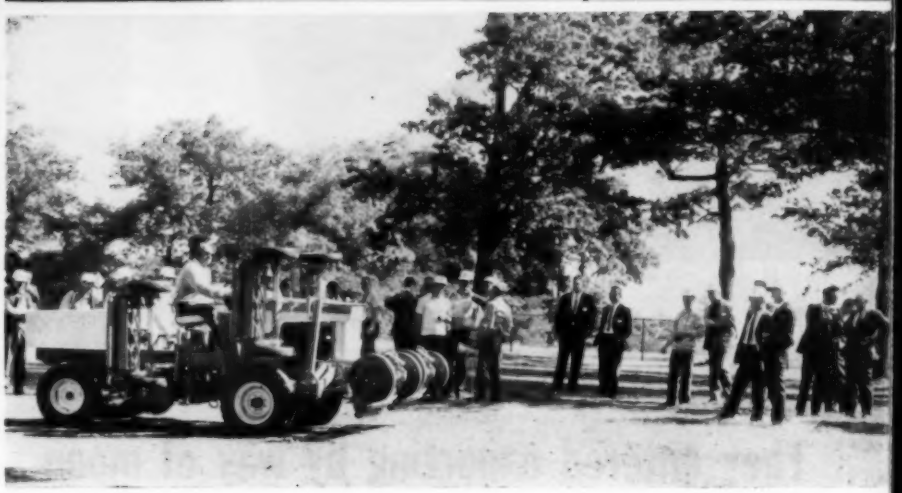
Since three of the Carousel IV navigators were to be standard equipment for each 747, every 747 customer became a potential AC customer for the retrofitting of the new system in their existing craft (such as the 707, DC-8, VC-10), as well as for spare systems, parts, service and test equipment.

AC vigorously pursued this added export opportunity. Its development of the Carousel IV for domestic and world commercial markets was its first venture into the commercial avionics field, so that new ground was broken each time a move was made.

The space-age navigator made AC a company with worldwide interests. Its executives traveled abroad to contact customers. As flight evaluations got underway, engineers and service representatives were assigned overseas. There were headaches, including some problems with U.S. export control regulations, but in general the AC transition to world marketing was accomplished smoothly and the new sales horizons beckon to an enthusiastic staff.

HEART OF THE SYSTEM—the inertial reference unit—is installed in the "black box." The unit contains high precision gyroscopes and accelerometers mounted on a freely-rotating platform. At flight start, the platform is aligned with a known reference. Connected to an autopilot, the Carousel actually steers the craft. Sixteen foreign airlines have ordered the highly accurate system for their jets.





TOP SALES PERFORMANCE by Michael Goetzmann of France won award from President Einar Jacobsen (above left) and executive Gerald FitzGerald (above right). Demonstrations featured a powered top dresser (upper right), tractor (right), and aerator (below). The machines are made by Jacobsen and its Johnston, Rogers and Sod Masters divisions.

MIDWEST TRADERS IN ACTION

Distributor teams train on firm's home turf

The group has passports from 14 different European countries in its pockets, and it watches carefully as grass flies, dirt sifts, and the ground is punched full of holes.

The scene could be repeated anywhere in the Midwest, in its fields and factories. This particular one belongs to the Jacobsen Manufacturing Co., Racine, Wis. Its name is building bigger world markets. It is a command performance, in the sense that ever-changing U.S. advanced products demand renewed study by those who would sell them, and ever-changing markets make new calls upon those who would design saleable products.

Approximately 50 European distributors of powered lawn, garden and turf care equipment were thus received by Jacobsen at a four-day meeting last fall.

The overseas group was welcomed by president Einar A. Jacobsen; Gerald FitzGerald, vice president of marketing; Richard W. Nelson, international sales manager and other executives. The distributors were given a complete rundown of the company's 1970 line of powered lawn and garden care products, including field demonstrations of both residential and commercial use at the firm's Racine headquarters and later at its Johnston Lawn Mower Division, Brookhaven, Miss.

The last distributors' meeting in Racine was in 1965. In the intervening years, the annual distributor meeting has been hosted by Orag Inter Ltd. of Baden, Switzerland.

Later the group went to the St. Paul, Minn., headquarters of the Ryan Equipment Co., another turfcare manufacturer. (NOTE: see story in INTERNATIONAL COMMERCE, Nov. 17 issue.)

Jacobsen, in exporting since the 1920's, has a new optimism in its overseas sales outlook, based on upgraded turfcare requirements as golf courses, parks and rest areas expand everywhere.

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MIDWEST TRADERS IN ACTION

Ransburg builds an overseas mix

Network balances subsidiaries, licensees, distributors

Ransburg Electro-Coating Corp., an Indianapolis based electrostatic finishing equipment builder, had no foreign subsidiaries seven years ago. Today, a substantial portion of the "E" Award winning company's $20 million operating income comes from foreign activities.

The firm has a 46% interest in a Japanese company; a 35% interest in an Australian firm; and has wholly-owned subsidiaries in Canada, Germany and France. It uses independent distributors or licensees to reach other industrial countries.

Gunnar Beeth, director of marketing and international operations for Ransburg, regards the key factors in Ransburg's success as a first rate product line and good overseas management, backed by a strong home office team.

Although official restrictions have been placed on foreign investments of U.S. industry since Ransburg's first entry into the international marketplace, Beeth believes that opportunities still exist for other smaller firms, and their capital outflow does not have to be big.

"We started our last wholly-owned foreign subsidiary with only $50,000 paid up share capital from the U.S. We were able to borrow additional funds as necessary from a local source, and within six months we had more than a $1 million backlog on the new company's order books. Our foreign net income during these six years has far exceeded the limited foreign investment we have made," he pointed out.

The first step by Beeth in planning an international marketing program was to find out relative potential market sizes: "This is not as easy as it sounds and is quite important because the kind of operation you should have in a given foreign country depends largely upon the market size."

In Ransburg's particular field, there were no statistics available showing the need for electrostatic spray equipment. After trying paint consumption figures ("Paint is defined differently in different countries"); and sheet steel production ("The thickness of what is called sheet steel is not accurately defined by different countries") Ransburg used United Nations statistics on the value added by miscellaneous metal working industries.

"With these figures, we determined what kind of operation to have in which size market. In the large markets, Ransburg decided on wholly-owned subsidiaries, wherever possible and profitable. In medium sized markets, independent distributors were selected. In small markets, no local sales organization was established, but a procedure was developed to sell directly to the user."

Ransburg management decided that Japan offered the best starting place and formed the joint venture mentioned above.

The next step was to examine sales in Western Europe. Beeth said, "Our Ransburg licensee in Britain had a fairly long-range contract for all of Western Europe. We measured our profits from each European country against our defined marketing potential. We found that their performance was satisfactory only from the U.K., and one other country."

In 1966, Ransburg began selling half of its equipment lines from rented offices near Frankfurt. In 1967, after the British licensee contract had run out, all equipment lines in Germany were handled by the newly-formed German company. In 1967, Ransburg also started a company with plant and offices in Paris.

Beeth explained, "All smaller European countries are handled by the German and the French company." He calls this a flaw in the present European organization, but said the additional expense of a third company to handle the smaller European countries would outweigh any advantages.

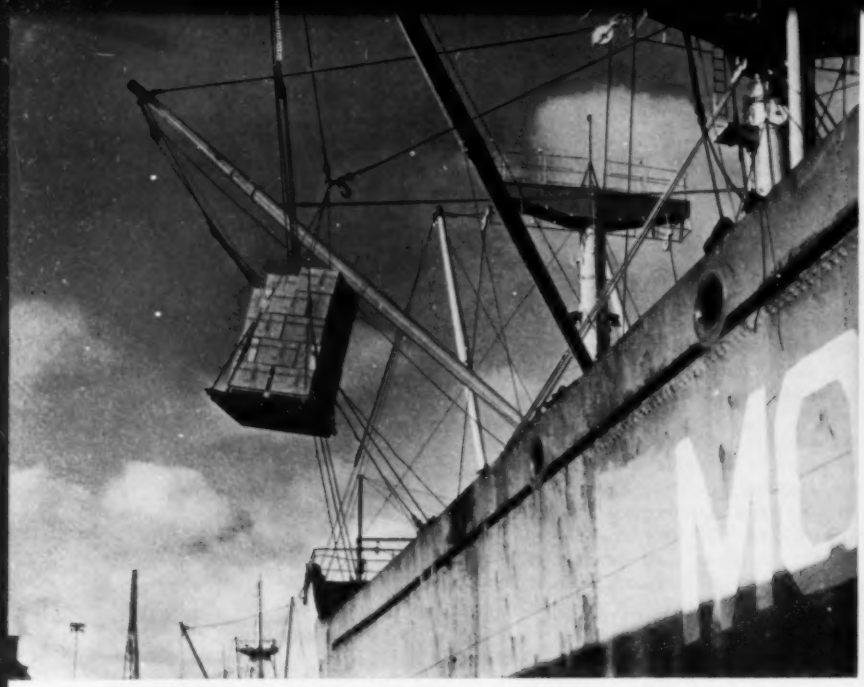
At present, Ransburg has about 100 employees in Japan, 60 in Germany, 30 in France, 40 in Australia. An additional 100 persons, employed by overseas licensees and distributors, work on Ransburg's distribution.

In other countries, such as India and most of Latin America, where the market is smaller, Ransburg has distributors.

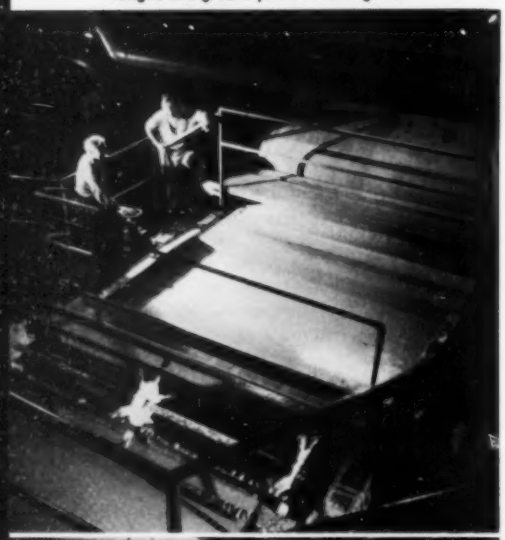
Beeth emphasized, "It does not take a big team from the home office to get a new subsidiary on its feet. We sent only two highly qualified men to Japan in the beginning, and only one of them is still there. I or somebody else from the U. S. spent the first year with each new operation we started in Europe. Also, we sent one or two specialists over to spend a few weeks training the local personnel who could not be trained in Indianapolis. This system works because we hire the best men we can find to run a given operation."

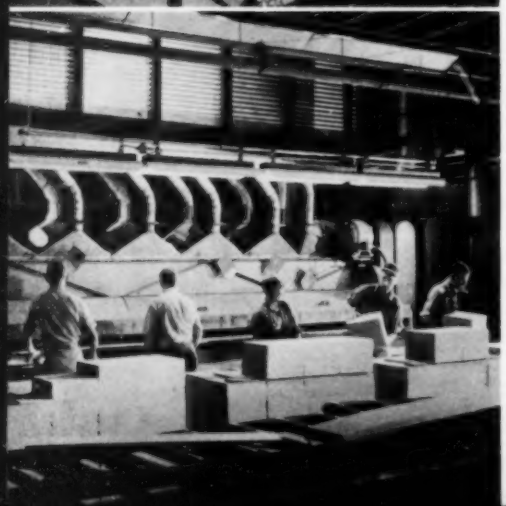
He concluded, "The profits we harvest from around the world help pay for our research and development. With more research and development, we deliver better products to people everywhere in the world. I think many smaller American companies whose exports are now limited could benefit greatly by going global."

WORLDWIDE PLANS are checked by chairman Harold Ransburg (left) and int'l director Gunnar Beeth. At right, a Ransburg paint system in Japanese Toyota plant.



QUARTER MILLION SQUARE FEET of acoustical tile leaves Duluth for South Africa on Moore-McCormack's *Mormacpine*. Behind it was the Conwed team (from left) of export sales manager Robert Bergen; Paul J. McGervey, vice president and expansion-planning director, comm'l products manager Richard L. Hamilton.





IN THE CLOQUET PLANT is a forming machine that rolls moisture from wet cellulose board stock, and (bottom) a final machining operation that gives tongue-and-groove joints to ceiling tile.

MIDWEST TRADERS IN ACTION

Out of Cloquet—via Port of Duluth

Cloquet, Minn., is home for 11,000 people and the largest mineral ceiling board plant anywhere. A lot of things have happened there lately, in the ten years that the Conwed Corp. has been making mineral fiber ceiling products at its Cloquet plant, and in the seven years that Conwed has been in exporting.

The newest addition to the plant is a huge 450-foot board machine that incorporates the latest technological innovations in the manufacturing of mineral fiber products, installed in December.

Because of Conwed's location it uses the Port of Duluth as much as possible for shipping to international markets. However, as the port is closed from December through March, Conwed also uses year-around port facilities in Miami, New Orleans, New York, San Francisco and Seattle.

Conwed is a major supplier of commercial ceiling products; also ceiling systems combining acoustical, lighting and air distribution properties, a leading manufacturer of insulation and padding materials for furniture and automotive applications, and a manufacturer of building products for home, farm and industry.

After only seven years in world marketing, it now ships approximately nine million pounds of products annually to ports throughout the world. To date, shipments have been made to 38 destinations outside the continental United States. Many of these points are regular distribution centers for Conwed products; more are becoming so annually.

In addition to board and Tufflex tile manufacturing in Cloquet, other major Conwed manufacturing facilities and their primary products are located in Minneapolis (plastics); Red Wing, Minn., (mineral fiber); fabricating facilities in Riverside, N.J.; High Point and Hickory, N.C.; Norwalk, Conn.; Atlanta; Detroit, (mastics); Rice Lake, Wis., (campers) and Ladysmith, Wis., (kitchen cabinets).

A recent ceiling tile and panel shipment Conwed made from the Port of Duluth represented the largest single South African shipment of acoustical ceiling tile—a quarter-million square feet—by Conwed. The tile was sent to Cape Town via the Port of Duluth in late October 1969 aboard Moore-McCormack Line's Mormacpine. At the same time, another shipment of ceiling products was being sent to England aboard Ocean Wide Shipping's Pacific Klif.

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MIDWEST TRADERS IN ACTION

Peoria earthmovers, 400 strong, tame Canada wilds at –60°

Caterpillar tractors at work on Labrador powerhouse project

More than 400 pieces of Caterpillar Tractor Co. equipment are being used on a $1 billion powerhouse project in a remote and forbidding section of Labrador, 700 miles northeast of Montreal.

It is the Churchill Falls hydroelectric project. When completed in 1976, it will have a power output of 5.3 million kilowatts—more than any single plant in the Western Hemisphere, company officials say.

The concentration of Caterpillar-built machines on a single project is second only to the more than 500 pieces of Caterpillar equipment working on the huge Indus River basin in Pakistan.

Caterpillar Vice President John Montag, at the company's Peoria headquarters, said the project has been made possible because of the development of high-voltage transmission lines. It has been estimated, according to Montag, that when completed the project could support the electrical requirements of some 10 million homes.

The power will be used throughout Labrador, Quebec, and the northeast grid.

"The Churchill Falls project offers some of the roughest working conditions I've ever seen," said Montag. He said the area is a barren mass of glacial till with virtually no topsoil. It is centered in a cold, desolate region where winter temperatures drop to 60 below zero. Transportation to the area is by a combination of rail, truck or air, the latter terminating on a dirt runway.

The 400 Caterpillar machines are used to construct 12 million yards of dikes northeast of the Churchill Falls powerhouse.

At the falls, the water will have a 1,100-foot controlled drop into the world's largest underground powerhouse, then back into the river.

The consortium undertaking the development is made up of Hydro-Quebec, Bethlehem Steel, Rio Tinto Mines of Great Britain and the Newfoundland government.

OVER 400 PIECES OF CATERPILLAR EQUIPMENT—several shown above—are working on a hydroelectric project in Labrador. Below, greedy machine eats out rock formation 700 miles northeast of Montreal.

ON THE LABRADOR PLATEAU, dikes (see below) will divert water downstream 75 miles to powerhouse.

Trade actions summarized

Most January activity was taken by Tariff Commission, Customs, Treasury, Agriculture

The following is another in a series of monthly reports outlining actions in Congress or elsewhere in Government, or by foreign or international bodies, affecting world trade, as noted by staff members of the Bureau of International Commerce's Trade & Commercial Policy Division.

Congressional activity on the foreign trade front was relatively light during January, but several other Governmental units took actions that may significantly affect U.S. trade in certain commodities.

Congress: The second session of the 91st Congress convened on Jan. 19 and devoted the greater part of its attention to the appropriations bill for the Department of Health, Education and Welfare. During the month, only five international trade bills were introduced, all in the House. Four are proposals for orderly marketing arrangements to be applicable to all commodities imported under certain prescribed conditions. The fifth bill would amend the tariff schedules in order to eliminate duties paid on repairs done abroad to shrimp boats.

Following a favorable report by the Senate Committee on Agriculture and Forestry, the Senate passed S. 2306, a bill to establish an international quarantine station and to permit entry therein of animals for breeding.

A subcommittee of the House Committee on the Judiciary held hearings on S. 2624, the Customs Court Act, which contains proposals to reduce the increasing backlog of customs disputes in the Court.

Several other hearings are planned for coming weeks. The Joint Economic Committee of the House will hold hearings on the Economic Report of the President beginning on Feb. 16. Hearings are expected to last about two weeks. After the full committee completes these hearings, the Foreign Economic Subcommittee will probably resume hearings in March on foreign trade programs for the 1970's.

The Small Business Subcommittee of the House Banking and Currency Committee has postponed until late February or early March further hearings on shoe imports.

U.S. Customs Court: Countervailing Duties (Litharge). In January the Department of Justice appealed to the U.S. Court of Customs and Patent Appeals the decision of the U.S. Customs Court in the case of Hammond Lead Products, Inc., vs. the United States. That decision overturned a 1967 determination by the Commissioner of Customs denying imposition of countervailing duties on imports from Mexico of litharge, an easily manufactured lead oxide used primarily in lead storage batteries.

The decision of the U.S. Customs Court on Nov. 5, 1969 ruled that, since the Mexican Government (1) levies an export tax on refined lead, (2) exempts from tax domestic sales of refined lead, the principal raw materials for litharge, (3) levies export taxes on simple lead manufactures other than litharge, and (4) exempts litharge from export taxes, the effect of these actions is the same as conferring a bounty or grant on exports of litharge. As a result, the Court ordered that countervailing duties be assessed on U.S. imports of litharge from Mexico in an amount equal to the bounty or grant given by the Mexican Government.

If upheld, the Customs Court ruling could set an important precedent with respect to some tax practices of other countries.

Tariff Commission: Stainless Steel Flatware. The Tariff Commission has released the report of an investigation of stainless steel flatware, instituted by the Commission on its own motion under sec. 332 of the Tariff Act of 1930. The report contains data for the period Jan. 1967-Sept. 1969 to supplement an earlier report issued in Sept. 1967.

The Commission stated, with two Commissioners dissenting, that the injurious effects of imports on the domestic stainless steel table flatware industry have been sufficient to warrant serious consideration of some form of relief. The Stainless Steel Flatware Manufacturers' Association has requested reimposition of the tariff quota which was allowed to terminate in Oct. 1967.

An escape clause tariff quota was imposed on stainless steel table flatware in 1959. The quota was modified in 1965 and allowed to terminate in 1967. On Sept. 30, the United States notified the Contracting Parties of the General Agreement on Tariffs and Trade that it reserved the right under Art. 28 of the GATT to modify or withdraw the trade agreement rates of duty on stainless steel flatware.

Copies of the Tariff Commission report are available from the Secretary, U.S. Tariff Commission, 8th and E Sts., NW., Washington, D.C. 20436.

Tariff Commission: Adjustment Assistance (Ceramic Tile; Transmission Towers). The Tariff Commission instituted two investigations in January to determine whether, as a result in major part of trade agreement concessions, ceramic floor and wall tiles in one case and transmission towers in the other are being imported in such increased quantities as to cause or threaten unemployment or underemployment of a significant number or proportion of the workers in two plants. The investigation concerning ceramic tiles is being conducted on petition of the production and maintenance workers of the Cambridge Tile Manufacturing Co., Cincinnati, Ohio. The investigation concerning transmission towers used to support high voltage transmission wires stems from a petition by the production and maintenance workers of the Tower Department, Pinole Point Works of Bethlehem Steel Corp. located at Pinole Pointe, California.

Ceramic tile has been the subject of several inquiries in recent years. In 1963, the Tariff Commission conducted an investigation in response to a petition for adjustment assistance filed on behalf of the workers of an Arkansas-based firm. In 1964, the Commission conducted another investigation in connection with a request for relief filed by an Indiana manufacturer of ceramic tiles. In both cases the Tariff Commission made a negative determination. A fact-finding investigation was completed by the Commission in 1967 at the request of the House Committee on Ways and Means. In the same year, the Treasury Department made a negative finding in a case involving alleged dumping of ceramic tiles.

In a previous case on transmission towers in November 1969, the Tariff Commission found that the workers of two

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steel plants were eligible to apply for adjustment assistance by reason of injury sustained from increased imports resulting from tariff concessions. These findings were the first affirmative findings made by the Commission under the adjustment assistance provisions of the Trade Expansion Act of 1962.

Treasury Department: Dumping (Pig Iron, Polypropylene Film, Bicycle Tires and Tubes). In January, the Treasury Department announced two findings in dumping cases, both of which were negative, and instituted one new inquiry. The Department made a final determination that pig iron from Brazil, Sweden and the United Kingdom is not being nor is likely to be sold at less than fair value. A tentative determination was made that polypropylene film manufactured by Kohjin Co. of Tokyo, Japan is not being nor is likely to be dumped.

On Jan. 21 the Bureau of Customs initiated an inquiry into a complaint filed by the Cycle Parts and Accessories Association that bicycle tires and inner-tubes from Japan are being sold or are likely to be sold at less than fair value. Imports in the first half of 1969 were valued at about $2.5 million for tires and $2.1 million for inner tubes.

Bureau of Customs: Electronic Products. Regulations prescribing customs procedures governing the admission or refusal of entry of electronic products were published in the Federal Register of Jan. 22. The regulations are to ensure conformity of imported products to the performance standards set by the Secretary of Health, Education and Welfare under the Radiation Control for Health and Safety Act of 1968.

Bureau of Customs: Proposed Rule Changes. The Bureau of Customs published in the Federal Register of Jan. 20 proposed amendments to the Customs Regulations relating to customs procedures applicable at the borders with Canada and Mexico. Consideration will be given to any views submitted by Mar. 20 to the Commissioner of Customs, Washington, D.C. 20226. No hearings will be held.

Department of Agriculture: Import Quotas—Meat, Sugar. Based on its first quarterly estimate, the Department of Agriculture expects that U.S. imports of meat will total 1,061.5 million pounds in 1970, 40 million pounds below the amount which would call for Presidential action to invoke meat import quotas. As a result of discussions held by the Department of State, the governments of the major exporting countries have undertaken commitments to limit exports to the United States. These limitations are reflected in the new estimate.

IN INDEPENDENT MOVE TO INCREASE TRADE, Port of Milwaukee recently sent a team to the U.K. to inform British shippers of the special advantages Milwaukee offers. Port, shown above, emphasizes that it is remarkably free of pilferage and traffic congestion. Cargo tonnage rose 35% in 1969.

Public Law 88-482, enacted in August 1964, provides that if yearly imports of beef, veal, goat, and mutton are estimated to equal or exceed 110% of an adjusted base quota, the President is required to invoke quotas on imports of these meats. The amount of estimated imports in 1970 which would trigger the imposition of quotas is 110% of the adjusted base quota of 1,098.7 million pounds.

On Jan. 20 the Department of Agriculture authorized importation of an additional 50,000 short tons of raw sugar during the first quarter of 1970, bringing imports authorized for the first quarter to 894,837 tons. The additional amount was prorated to supplying countries on the basis of average imports during the first quarters of the years 1967 through 1969.

Department of Agriculture: Report on Import Duties. The Department of Agriculture has published a handbook entitled *U.S. Import Duties on Agricultural Products, 1968*, which contains the U.S. import duties and taxes that were in effect on agricultural products from June 18, 1930, the effective date of the Tariff Act of 1930, to June 30, 1968. Where applicable, the final rates to become effective as a result of the Kennedy Round of trade negotiations are indicated. The book does not include import statistics. Single copies are available free of charge from the Dept. of Agriculture, Foreign Agricultural Service, Washington, D.C. 20250.

Kennedy Round Reductions. The third of five annual reductions of U.S. import duties to put into effect the tariff rates negotiated during the Kennedy Round of trade negotiations became effective on Jan. 1. The next reduction will be made on Jan. 1, 1971 and the fifth and last reduction will take place on Jan. 1, 1972.

U.S., Japan compared

The U.S.-Japan Trade Council has prepared a free pamphlet comparing U.S. and Japanese economic and trade data. It includes figures on general information, price, wage and productivity indexes, employment, technology and investment, international trade, bilateral trade, and gold and foreign exchange reserves.

Write: U.S.-Japan Trade Council 1000 Connecticut Ave., NW., Washington, D.C. 20036.

South Florida REEC has V.I.P. Center at Miami Boat Show

'Visit-Investigate-Purchase' effort aimed at foreign buyers

The South Florida Regional Export Expansion Council has joined the Miami International Boat Show to create a V.I.P. atmosphere for overseas businessmen attending the Feb. 20-25 exhibition at Miami Beach Convention Hall.

"To encourage businessmen from other countries to attend this major American trade exposition," said R. Leslie Cizek Jr., chairman of the council, "key segments of American industry in the boat show have developed a special V.I.P. program—Visit, Investigate and Purchase."

The South Florida Regional Export Expansion Council is a group of industrial and business leaders working with the U.S. Dept. of Commerce to assist the Government's export expansion program.

"These businessmen have volunteered their time and effort to staff the V.I.P. Trade Information Center at the boat show," said Cizek. "Participating will be trade specialists from the Miami Field Office of the Department of Commerce as well as council members who are experts in the fields of boating, finance and trade."

A similar V.I.P. effort in New York City, at the National Hardware Show at the Coliseum there last fall, assisted a group of 1,457 business visitors from 81 countries who investigated business prospects with 800 U.S. firms. The visitors bought $3.43 million worth of goods at the show, and are expected to purchase $28.2 million more in the year following the exhibition.

Special services available throughout the Miami boat show to the international visitors include:

- ► Trade and financial counseling.
- ► Translation services in major languages.
- ► Information on such matters as customs duties, documentation, shipping, cargo insurance, export financing and sources of supply.
- ► Advance V.I.P. registration to avoid delay upon arrival in Miami.

"We have extended personal invitations to businessmen from England, France, Germany, Spain, Latin America and other areas who have long been discouraged from coming to the U.S. as buyers because of the difficulty and expense involved in visiting a number of individual manufacturers across the country," said John Rogers, executive manager of the boat show.

All V.I.P. guests will receive a special badge enabling them to use the show hours reserved for dealers. It also will admit them to an International Hospitality Suite where assistance will be available for confirming reservations and a personal message center will be located.

Visitors to the 29th Annual Miami International Boat Show will see 17 acres of boats, engines, equipment and allied marine services which carry a total price tag of more than $25 million.

Eximbank helps Canadian firm buy two Boeing 737's

The Export-Import Bank has authorized a credit of $2.8 million to help Canada's Great Northern Capital Corp. finance the purchase in the United States of two Boeing 737 two-engine jet aircraft with related spares, equipment and services. The aircraft, to be operated by Transair Limited, will have a total contract price of $10.3 million.

The borrower will make a cash payment of $2.6 million, Toronto Dominion Bank will finance $4.6 million, and the Boeing Company will participate in the financing to the extent of some $315,000.

AMA schedules full week of seminars on East-West trade prospects in March

Three special international seminars will feature a week-long emphasis on East-West Trade by the American Management Association in late March.

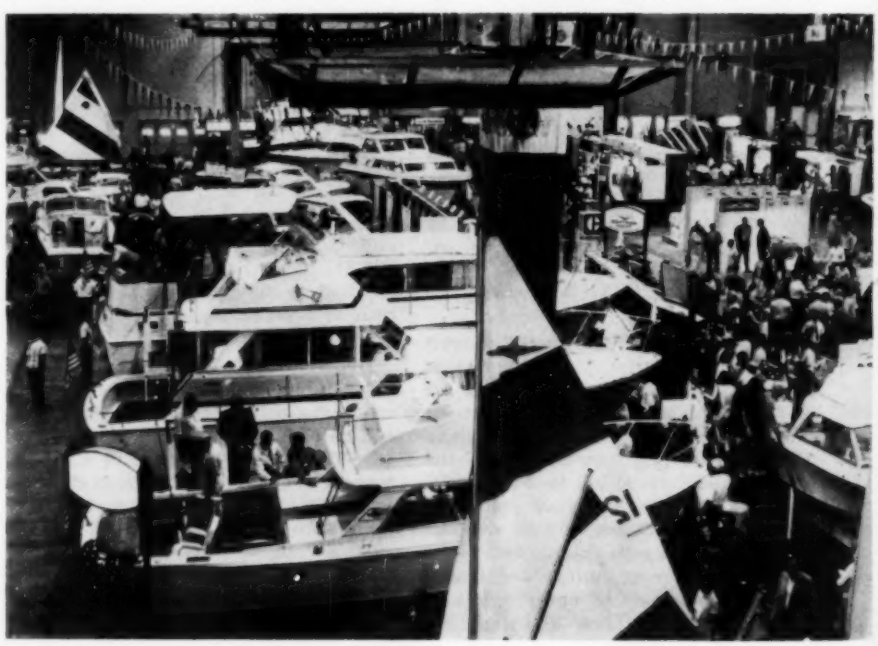
A three-day session on *East-West Trade*, Mar. 16-18 at AMA's New York headquarters, will be highlighted by a discussion of Commerce Department policies in this area by Rauer H. Meyer, director of the Department's Office of Export Control, and J. Mishell George, special assistant to the director of the Bureau of International Commerce.

A Mar. 19 seminar on *Hungary—Improved Prospects for Business Cooperation Under the New Five Year Plan* will feature the general director of the Institute for Economic and Market Research in Budapest, and the general manager of the Artex Hungarian Foreign Trading Co., also of Budapest.

The windup seminar, a Mar. 20 session on *Romania—Positive Possibilities for International Trade and Joint Ventures*, will include the director of Romania's Development and Economic Exchange Division, and the Economic Counselor at the Romanian Embassy in Washington.

Write: American Management Association, AMA Bldg., 135 West 50th St., New York, N.Y. 10020

FIVE HUNDRED BOATS and a quarter-million people are expected at the 29th annual Miami International Boat Show, where foreign businessmen will get 'V.I.P.' treatment. Below, last year's show.



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THE FIRST SESSION of an eight-week export marketing workshop was opened in Detroit on Jan. 27 by Henry Stevens, Chairman of the Michigan Regional Export Expansion Council. Sponsored by the REEC and the Detroit Field Office, the series is giving new exporters an introduction to world trade.

IDA helping India complete Kadana irrigation project

$35 million credit will assist 700,000-acre scheme in Gujarat

A credit of $35 million from the International Development Association (IDA) will finance about half the cost of completing the Kadana project for the irrigation of 700,000 acres in the State of Gujarat in west-central India.

Kadana was started in 1954 as a run-of-the-river irrigation project but progress has been slow, partially due to lack of funds. Works now to be carried out include construction of a dam at Kadana on the Mahi River to create a storage reservoir; expansion of an existing irrigation system on the right bank from 350,000 acres to 650,000 acres; construction of a new irrigation system on the left bank to serve about 50,000 acres; water courses and field channels throughout the project area; remodeling and expansion of drainage systems; land leveling of about 100,000 acres; and the upgrading of existing roads and construction of new village and farm-to-market roads totaling about 2,000 miles. Also included are training facilities for farmers; groundwater investigations; a study of water charges; and a trial land consolidation program.

The project is being carried out by the Irrigation and Roads Wings of the Public Works Department and the Department of Agriculture of Gujarat. It is now scheduled for completion by mid-1875 at an estimated cost equivalent to $98 million. About $31.3 million of this amount has already been spent. The IDA credit will provide $35 million of the $66.7 million still to be financed.

All imported goods and services paid for with IDA funds must be procured through international competitive bidding.

Swedish firm loses U.S. export rights

Firm failed to answer questions on disposal of Nigerian goods

All export privileges have been denied to Gert Hylen and his company, G. Hylen AB of Malmo, Sweden, for an indefinite period. In continuing a temporary suspension imposed in October 1969, the Commerce Dept.'s Bureau of International Commerce said that the action was taken because Hylen and his firm failed to provide information and documents regarding their participation in transactions involving substantial quantities of U.S.-origin automotive parts and accessories that were believed to have been reexported to Cuba.

During the years 1967-68, suppliers in the United States exported to Hylen or companies controlled by him, over $200,000 worth of automotive parts and equipment, the Office of Export Control said. Much of this equipment, according to BIC information, was reexported by Hylen and his companies from Sweden to Cuba in violation of U.S. export regulations. In October Hylen and his companies were put under a temporary suspension of U.S. export privileges because of these suspected violations.

In continuing its investigation BIC sent written questions to Hylen and his company inquiring about their handling and disposition of the commodities. They failed to answer responsively or show good cause for such failure.

The present order continues previous restrictions whereby these parties and their agents are prohibited from participating directly or indirectly in any transactions involving U.S.-origin commodities or technical data. Under the order, parties in the United States or abroad may not knowingly participate in transactions involving U.S.-origin commodities or technical data with the denied parties.

U.S.-made cryogenic, vacuum equipment to be shown at London Trade Center

June exhibition will aim at $35-$50 million annual U.K. market; growth of chemical, electronic industries boosting demands

The British market for cryogenic and vacuum equipment, currently estimated between $35 million and $50 million annually, is expected to reach $50-$75 million by 1972.

Imports from the United States comprise an estimated 5 to 10% of the total British market.

To assist U.S. firms in developing this market further, the U.S. Department of Commerce will sponsor an exhibition of cryogenic and vacuum equipment June 8-12 at the U.S. Trade Center in London.

Prospects for selling vacuum equipment are particularly favorable in view of the 6% growth rate of the chemical industry and 15% growth rate of electronics. Also, the British steel industry has embarked on a 6½-year modernization and construction plan to cost $2.4 billion.

Liquid gas storage

The decision of the British Gas Council to maintain supplies of liquefied natural gas in or near major towns will offer opportunities for sales of U.S. cryogenic equipment for liquefied gas storage.

Products identified in a market survey by the Bureau of International Commerce, which will stage the London exhibition, as having excellent sales potential are:

Cryogenic equipment—Heat exchangers, flowmeters and level detectors, gas samplers, manometers, liquefiers, compressors, purification units, low-temperature thermometers, pumps, valves, pressure and temperature controllers, air velocity meters, mass spectrometers, Dewars and cryostats, drying and refrigeration systems, vaporization units, filters and absorbents, sealants, safety equipment, special metal welding and fastening systems, and equipment for the fabrication of industrial cryogenic process plants.

Vacuum equipment—Diffusion, molecular-drag, ion, gettering, and rotary pumps.

Instrumentation and controls—Vacuum gages, extensometer systems, vacuum creep testing units, recorders and regulators, automatic controls and safety units, deposition monitors, flowmeters, ion gage controls units, leak detectors, and mass spectrometers and other gas analysis systems.

Thin-film deposition equipment—Metallizers and sputtering equipment, cathodic etching equipment, evaporation control systems, roughing systems for sputtering, advanced production systems for thin-film circuitry and semiconductor devices.

Components and accessories—Valves, cold traps, seals, flanges, fasteners, insulators, baffles, feedthroughs, fittings, couplings, and evaporation components.

Other equipment—Freeze-drying and electron beam equipment, electron diffraction systems, controlled atmosphere systems, and equipment used in medical applications.

The all-U.S. exhibition at the London Trade Center will be publicized through an intensive market development campaign designed to insure maximum attendance of prospective U.K. buyers.

At a similar show in Milan last May, 26 exhibitors reported $156,000 in floor sales and projected $1.5 million in additional first-year sales.

U.S. manufacturers of cryogenic and vacuum equipment interested in the June 8-12 show at the London Trade Center may obtain further information and an Exhibitors Export Market Guide, IMIS 69-95, from the U.S. Department of Commerce (BIC-942), Washington, D.C. 20230 (202-967-4462), or from any Commerce Field Office.

Do-It-Yourself Exhibition open for U.S. participation; April deadline announced

An April deadline has been set for entrance in the Do-It-Yourself Exhibition in Paris Nov. 1-15 at the Parc des Expositions. American manufacturers and suppliers of materials for home hobbyist may participate through foreign agents and distributors.

Held four times previously, this annual event featured 415 firms representing 588 companies from 16 nations in November 1969. Thirty-five U.S. firms participated.

Major product categories will be: electric portable, electro-mechanical and hand tools; garden tools; wood working machinery; pre-assembled furniture; paints, wall paper and insulation materials; hardware.

At the 1969 fair, 258,000 visitors attended the show; 22,000 more than the 1968 event.

Additional information is available from the fair organizers: Salon du Bricolage, 42 rue du Louvre, Paris.

CONTAINERS for liquid helium and nitrogen were displayed by Superior Air Products in the May 1969 Milan U.S. Trade Center exhibition of vacuum and cryogenic equipment. The 26 participating firms estimated $1.5 million in first year sales and wrote a total of $156,000 in off-the-floor orders.

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Eight agents signed, $7.1 million expected at Paris exhibition

The second exhibition at the new Paris U.S. Trade Center ended its five-day run with the 39 exhibitors estimating $7.1 million in first year sales from the show. Featuring production equipment for the electronics industry, the participants also wrote $345,040 in floor sales.

Eleven of the firms in the Jan. 26-30 event were seeking agency distributorships through exhibition contacts. Eight were appointed at the show and 27 candidates were under review at its end.

About 10% of the 1,929 registered visitors to the U.S. show were non-French and represented 14 nations.

Drilling equipment, displayed by the show's sales leader Excellon Industries, Torrence, Calif., returned $3 million in estimated new business for the coming year. Excellon also wrote $100,000 in floor orders.

After its premiere appearance in exporting, Telesciences, Inc. is anticipating $750,000 in sales for the next 12-month period. The Morrestown, N.J. company displayed automatic circuit systems.

Leading the exhibition in floor sales was Houdaille International, Schiller Park, Ill., with $170,000. First year orders from the show are estimated at $500,000. Reporting first year sales of $250,000 is Hull Corp., Hatboro, Pa., Hull displayed liquid transfer and moulding systems.

Projecting $150,000 each in sales for the next year are Superior Electric Co., Bristol, Conn., and Teradyne, Inc., Boston. Superior Electric was entering the French market for the first time and displayed electrical connectors and laboratory equipment. Teradyne exhibited test equipment.

Other participants in the Paris exhibition were: Alpha Metals, Inc., Jersey City, N.J.; Billco Manufacturing, Inc., Zelienople, Pa.; Branson Instruments, Stamford, Conn.; California Computer Products, Inc., Anaheim, Calif.; Chemcut Corp., State College, Pa.; Coil Winding Machine Co., Oyster Bay, N.Y.; E. I. DuPonte De Nemours Co., Wilmington, Del.; Field Emission, McMinville, Ore.; GTI Corp., Meadville, Pa.; Hexacon Electric Co., Roselle Park, N.J.; Hollis Engineering, Inc., Nashua, N.H.

Hughes Aircraft Co., Los Angeles; Phillip A. Hunt Chemical Co., Palisades Park, N.J.; Hysol Division, Dexter Corp., Olean, N.Y.; Kasper Instruments, Inc., Santa Clara, Calif.; McDanel Refractory Porcelain Co., Beaver Falls, Pa.; Nelson Stud Welding Co., a United-Carr Division of TRW Inc., Lorain, Ohio; New Hermes Engraving Machine Corp., New York; Nordson Corp., Amherst, Ohio; Norton International, Inc., Worcester, Mass.; Pace, Inc., Silver Spring, Md.; Pasadena Hydraulics, Inc., subsidiary of the Rucker Co., South El Monte, Calif.

PEMCO, Minneapolis; Pendelton Tool Industries, International, Los Angeles; Raychem Corp., Menlo Park, Calif.; Serfilco, Division of Service Filtration Corp., Chicago; Signetics Corp., Mountain View, Calif.; Synergistic Products, Inc., Santa Ana, Calif.; USM Corp., Boston; Vapor Blast Manufacturing Co., Milwaukee; Micro-Tech Manufacturing Co., Worcester; Wells Electronics, Dynablast Division, South Bend, Ind., Sola Basic Industries, Milwaukee.

MANUAL STUD WELDING MACHINES by Nelson Stud Welding Co., above, were among the products at the January Paris Trade Center show. Almost $7.1 million in show orders are expected the first year.

HOUDAILLE INTERNATIONAL sold three $60,000 numerical control punch presses, pictured above, at the show. Below, Commerce's Deputy Assistant Secretary for Business Development, Robert McLellan, operates a quad-drill printed circuit board drilling machine by Excellon Industries, the exhibition's sales leader.

Germany's drive for industrial automation expands market for U.S. servo systems

May Trade Center show to give U.S. firms an opportunity to enlarge 40% share of $39 million annual market for industrial controls

The drive toward increased industrial automation in the Federal Republic of Germany is expanding the sales potential for U.S.-made electromechanical and electrohydraulic servo systems and components.

To help American manufacturers show their products to German buyers, the U.S. Department of Commerce will sponsor an exhibition of servo systems and components at the U.S. Trade Center in Frankfurt, May 20-22.

German demands for automation equipment are expected to grow at an average of 15% annually for the next few years. U.S. suppliers already account for about 40%, or $39 million worth, of annual German imports of industrial control equipment.

Continuing labor shortages in Germany and projected surges in production of aircraft, machine tools, and computer equipment form the basis for increased German demand for automation. U.S.-made servomechanisms, sought for use where high-performance and high-power production controls are required, have the reputation in Germany of being reliable and accurate.

Market research by the Commerce Department's Bureau of International Commerce, which will stage the Frankfurt exhibition, identifies the following products as having high sales potential in Germany in the fields of aerospace and shipbuilding, machine tools, auto manufacturing, peripheral equipment for data processing systems, and industrial process controls.

► Actuators (linear and rotary), amplifiers, clutches, controllers, demodulators, electromechanical integrators, encoders (binary, brush and magnetic disc, digital, keyboard, optical, and shaft position), indicators.

► Also, gears and gear train analyzers, motors (drag cup, gyro, induction, and stepper), motor generator sets, multipliers, positioning controls, repeater indicators, potentiometers, rate generators, and relays.

► Also, speed reducers, special summing devices, synchro bridges, synchro error testers, synchro-preamplifiers, tachometers, tachometer generators, analyzers, converters (digital to synchro and vice versa), resolvers, servo valves, transducers, and special accessories.

Previous exhibitions sponsored by the Commerce Department have boosted overseas sales and established distributors for manufacturers of U.S. industrial process controls and related gear. U.S. exhibitors at the International Instruments, Electronics, and Automation Exhibition, IEA, in London, May 1968, registered total first-year sales of $4.2 million. The 62 U.S. exhibitors appointed six agents during the show and 22 more by May 1969 as a direct result of the show. An April 1968 exhibition of industrial process controls at the U.S. Trade Center in Stockholm brought first-year sales of a half million dollars to 32 exhibitors. Two agents and distributors were appointed during the show and eight more were designated during the following 12 months.

U.S. manufacturers of servosystems and components interested in the Commerce Department exhibition at the U.S. Trade Center in Frankfurt, May 20-22, may obtain further information and an Exhibitors Export Market Guide, IMIS 69-96, from the U.S. Department of Commerce (BIC-938), Washington, D.C. 20230 (202-967-4601) or from any Commerce Department Field Office.

Building materials fair to be staged in Portugal

The Oporto Industrial Association will sponsor the Second International Exhibition of Building Materials at the Palacio de Cristal Oct. 10-25 in Oporto.

The show is open to all Portuguese and foreign firms producing articles related to the building materials industry; however, all foreign participants are required to have a representative in Portugal.

Products for exhibiting are: door and window frames and blinds, plywood, pressed and laminated woods, prefabricated systems including bathroom and kitchen units, machinery and equipment for the building industry, prestressed materials, furniture and interior decorating goods, plumbing and accessories, and paints and varnishes.

The deadline for submitting applications for the Oporto exhibition is June 22. Additional information may be obtained from the Associacao Industrial Portuense, 228 Rua Mousinho da Silveira, Oporto.

Swisspack '70 scheduled for Basel in March

"Well packed is half sold" will be the theme of Swisspack '70, an international packaging materials and machinery exhibition set Mar. 3-7 in Basel, Switzerland.

Approximately 200 exhibitors from 12 nations will mount displays for representatives of the trade.

Products on exhibit will include raw materials for packing such as papers, plastics, wood and glass; packagings including foils, boxes, bags, tins and tubes; special packagings ranging from tear-open and transparent packages to containers for vending machines and frozen foods; machines such as fillers and sealers; and a variety of accessories such as testing, counting and regulating instruments.

For information on attending Swisspack '70 write: Swisspack '70, Pressedienst, Postfach, CH-4000 Basel 21, Switzerland.

German motor show for 1971 announced

Held first in 1897, the International Motor Show is being planned for Frankfurt, Sept. 16-26, 1971, at the Frankfurt Fair Grounds.

The show, staged last in September 1969, is held biennially; the 1971 event will be the 45th edition. The first Motor Shows were mounted in Berlin.

American firms interested in this exhibition may participate either directly or through their overseas affiliates and may enter applications until Nov. 30, 1970.

Promising products for U.S. companies entering the show, based on the 1969 event, are semi-finished products, parts and accessories, and workshop, gas station and garage equipment. Other equipment on display will include tires and tubes, caravans, bodies and coachwork, trailers, commercial vehicles, and passenger cars and stationwagons.

At the 1969 show, 1,385 companies including about 90 U.S. firms took part in the show, considered one of the largest events of its kind in the world. More than 470 firms from 27 other nations also took part. The total number of visitors reached 895,000.

Interest in the 1969 Motor Show went to items such as dune buggies, exhibited in both kit and finished form.

U.S. firms interested in the 45th International Motor Show should write the fair organizers: Verband der Automobilindustrie e.V. (VDA), 61 Westendstrasse, 6 Frankfurt/Main, Germany.

XUM

Taiwan keeps momentum

1969 trade soared over $2 billion mark; sales prospects for several U.S. items seen promising

By PETER G. SMITH

Asst. Commercial Attache,
U.S. Embassy, Taipei

Led by large increases in both imports and exports, continued strong expansion in the industrial sector, and basically healthy development in agriculture, Taiwan's economy moved strongly ahead in 1969. Rises in gross national product, per capita income, and indices of industrial production all approximated last year's rapid growth, and preliminary foreign exchange statistics indicate that total trade soared well over the $2 billion level.

Through November, exports were up a striking 30%, far above the planned target, while imports increased by about half as much. Exports to the United States for the first eleven months were up by 42% to $359 million, with texiles and electronic products leading the way. Imports from the United States also increased to $304 million, up 9.7%. Although the American share of the Taiwan market for the eleven-month period slipped from 30 to 28%, it remained second only to that of Japan.

Industrial expansion continues

Taiwan's industrial sector, led by private enterprise, continued its prolonged boom in 1969, and the resulting demand for imported raw materials and equipment created greater competition among suppliers than ever before.

Analysis of industry developments during the year, supported by market research conducted for the Department of Commerce, indicates especially good near-term opportunities for the sale of American equipment in a number of fields.

In metal manufacturing, the dramatic expansion of production and exports in 1969 joins with a growing trend to consolidation and greater capital investment to promise good sales prospects for certain categories of metal-working equipment. As labor costs rise, productivity is becoming more important to all Taiwan manufacturers, and a demand for larger, faster, more nearly automatic equipment is the result. Grinders, lathes, milling machines, and gear-hobbing machines are among the types particularly needed. American equipment has an excellent reputation for good design, precision, and high quality; a healthy increase in U.S. sales should be possible.

The textile industry, long the backbone of Taiwan's export trade, continued to expand in 1969, largely because of booming production of man-made and woolen textiles and apparel. Uncertainty about continued access to world markets, and about possible future quantitative limitations on exports, should begin to motivate Taiwan's textile manufacturers to produce goods of higher quality and greater unit value. This development would favor an increase in the American share of the textile machinery market, which is presently minor compared to the shares held by Japanese and European suppliers.

American spinning, weaving, dyeing and printing equipment already enjoys a good reputation for productivity and quality of production, but service and parts availability must be improved if American exporters are to take full advantage of the market.

Expansion of Taiwan's textile industry should also contribute to increased imports of U.S. cotton and man-made fiber raw materials, which totaled over $40 million during 1969. In synthetics, however, Japanese competition for the market will be intense.

American machinery should also be increasingly competitive in sales to the Taiwan plastics fabricating and processing industry. Imports are growing rapidly, and while the equipment currently in use was mainly imported from Japan and Europe, local manufacturers are beginning to place orders for larger, more productive machines; calender equipment (for PVC sheet and film), injection and blow-molding machines, extruders, and urethane foam equipment from the U.S. should be particularly salable.

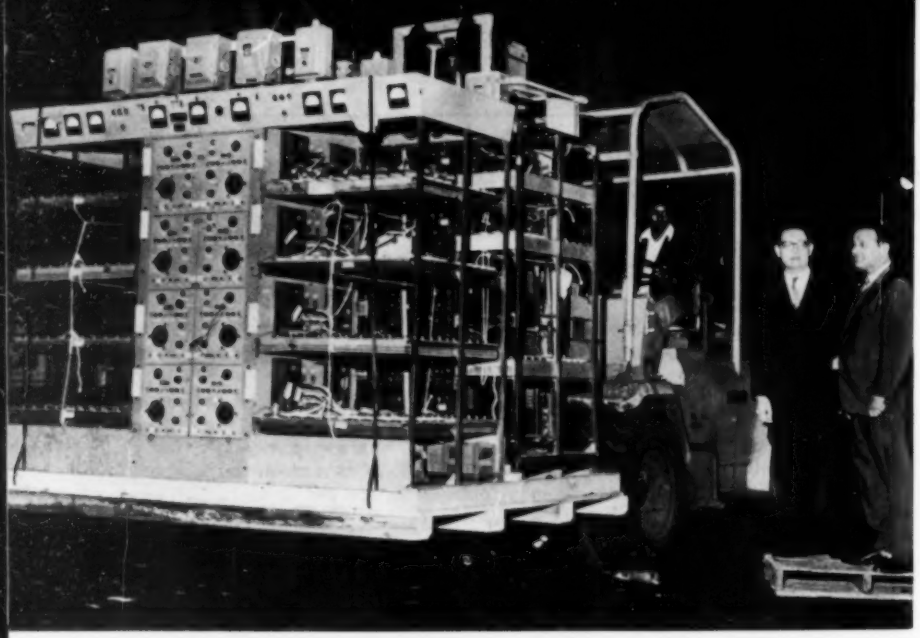
The Taiwan food processing industry's growth slackened in 1969, but only by comparison to that of other industries, as both production and exports were up slightly. American-made equipment has long enjoyed relatively greater use in this than in many other fields. The indications are that new, higher-capacity canning and bottling equipment, freezing equipment, and steam sterilizing machinery will be ordered in the near future; American suppliers can capture a good share of this new business.

Throughout the year, the Chinese Government continued to stress improvement in quality control, particularly for export goods. Government inspection of commodities for the domestic market, a new program, has also had an effect throughout Taiwan's industries. On both fronts, an increasing demand for quality control and test equipment has been created. Similarly, increased government expenditure for science and technology should lead to expanded demand for scientific equipment. American suppliers can compete successfully in all of these fields.

By the end of 1969, more than twenty data processing installations were operating in Taiwan, with equipment for several more on order. No serious challenge to American domination of this field is likely in the near future. Some purchases of the next generation of equipment will be made within the next two years, and after-sales of accessories and software, now just emerging, will begin to be significant.

Under the Fifth Four-Year Economic Development Plan, with its heavy em-

RECENT AGRIBUSINESS TRADE MISSION from North Carolina to Taiwan reported encouraging results. This girl works in a seed laboratory separating lighter materials from seeds with an aspirator.



TAIWAN'S SURGING ELECTRONICS INDUSTRY is a ready market for advanced U.S. production items such as this Westinghouse TV picture tube plant going from a Newark warehouse to a Taiwanese customer.

phasis on developing basic economic facilities, Taiwan is moving ahead with a diverse variety of projects whose purpose is to provide the backbone for future economic development.

The Taiwan Power Co. took a number of positive steps during 1969, aimed at increasing its power-generating capacity to 4.5 million kilowatts by 1976, sufficient to give a small reserve over anticipated demand by that time. The big news in the power field was Taipower's signing of a $79.7 million loan agreement with the Export-Import Bank. The loan will finance the purchase of U.S. equipment for Taiwan's first nuclear power plant, scheduled for completion in 1975. Also, a 300,000 kilowatt thermal plant was opened late in the year, and several more are in advanced stages of planning. American thermal generating equipment has an excellent reputation in Taiwan, and should be quite competitive.

In transportation, major developments during the year centered on ocean shipping. Wuchi, on the west-central coast near Taichung, was named as the site for Taiwan's third major international seaport. The first five piers will be open by 1973, and when complete, the new port will have a capacity of about 12 million tons per year. Its opening should have a profound effect on the industrial development of central Taiwan.

At Wuchi, as at the other major ports, container shipping will play an increasingly important role, and ambitious plans to develop inland container terminals should bring opportunities for sales of American specialized handling equipment. The first container ships called at Taiwan during the fall, and major equipment purchases are expected soon.

Air transport developments remained largely in the planning stages, although Kaohsiung Airport was opened to international cargo flights early in 1969, and China Air Lines won rights to fly passengers, cargo, and mail to the United States. At the same time Trans World Airlines and Flying Tiger Line (cargo and mail) won landing rights in Taipei.

Plans were announced to expand Taipei International Airport's runway and terminal facilities to cope with the expected advent of the jumbo jets; it is likely that some new demand for specialized ground equipment will result. Further purchases of aircraft for Chinese airlines are also a definite possibility. Roads and railroad development plans continued apace during the year, and should contribute to a continued strong demand for construction equipment, in which U.S. firms are highly competitive.

The Chinese Government is actively encouraging the further development of tourism in Taiwan. About 300,000 tourists visited the island during 1968, and this number should double by 1972, according to a conservative estimate. If the advent of jumbo jets causes reduced trans-Pacific fares, the pressure on airports, hotels and recreation facilities may be even greater than forecast. Modernization and expansion in these areas will create a demand for specialized equipment, and U.S. suppliers can be highly competitive.

A variety of approaches were used in U.S. sales promotion activties in Taiwan in 1969, foreshadowing an even greater effort in 1970. Early in the year, Taipei was visited by an airborne exhibition of Hewlett-Packard instruments. This was followed in March by a highly successful export credit seminar, in which U.S. experts explained the credit facilities available for the purchase of U.S. products.

The fall saw a heavy schedule, beginning with the successful North Carolina Agribusiness Trade Mission in September. It was immediately followed by the largest such group ever to visit Taipei, the Trans World Airlines Marketair Mission. The Mission was composed of thirty leading American businessmen in a large number of fields, ranging from metalworking machinery to laboratory glassware. Though results varied, the visit afforded Mission members an invaluable opportunity to test the Taiwan market first-hand.

Finally, in October six American manufacturers, in cooperation with the Department of Commerce, brought a highly successful mobile exhibition of electronic scientific instruments to Taipei.

This year's trade promotion activities in Taipei have already begun, with the Feb. 8-11 visit of a ten-man group of consulting engineers, jointly sponsored by the Department of Commerce and the U.S. Consulting Engineers Council. Mission members found potential markets for their services in many different fields.

Data processing event

Another unusual event, a combined technical seminar and trade mission in the field of data processing, is expected to take place late in April. Utilizing a unique combination of education and direct sales promotion, the Department of Commerce hopes to extend the success enjoyed by the recent Data Processing Seminar and Exhibition in Bangkok to several other Asian capitals.

A U.S. Industrial Machinery Exhibition is now definitely scheduled for Taipei in early November. Exhibit categories which offer maximum potential for sales of American equipment have already been identified by extensive market research efforts. An excellent exhibition hall has been located, and prospects for a successful show are very good.

Special trade promotion events are useful, but in the final analysis American suppliers' success in the Taiwan market will depend on their direct sales efforts. Taiwan's buyers are price-conscious, but are coming increasingly to require a well-balanced mix of specifications, prices, terms, delivery schedules, and service.

XUM

Sweden sets brisk pace

Manufacturing industry operates at close to capacity levels; trade soars

As Sweden entered 1970 brisk economic activity was evident everywhere. Manufacturing industry is operating at close to capacity levels, order books—especially for exports—are full and there is a growing shortage of labor. GNP (in constant prices) rose an estimated 5% in 1969, compared to 4% the previous year, according to the Economic Trends Report from the U.S. Embassy in Stockholm.

Based on published figures for the first 11 months of 1969, imports were rising at the rate of 15% and exports at 14%. Thus the trade deficit appeared to be rising from $171 million in 1968 to about $196 million in 1969.

Prospects for 1970 are influenced by a variety of factors. West Germany, which has recently been Sweden's second largest export market, is expected to increase its worldwide imports in 1970 by a whopping 16%. In spite of the various restrictive policies which have been in effect, even the United Kingdom, which is now Sweden's largest export market, is expected to increase its imports in 1970 by 7%.

Exports will push capacity

In forecasting Sweden's exports, one must, of course, temper the favorable elements of foreign demand cited above, by the capacity limitations of some of Sweden's export industries, but the substantial investments described below should remove some of the bottlenecks.

Export price levels rose in 1969 by about 3%, while import prices increased only 1½%, so that the terms of trade were favorable to Sweden. Expectations for 1970 include a rise in import and export prices of 2½% and 3½%, respectively.

Sweden's total exports (in constant prices), excluding ships, increased 12% in 1969. Before German revaluation, they were expected to grow only about half as fast in 1970, but now the forecast rate of increase is 8%. This growth is expected to be especially marked for finished goods, with exports of raw goods, such as timber, pulp, and iron ore, developing a little more slowly. Capacity limitations may also restrict exports of paper, paperboard, iron and steel.

On the import side, the change in the German situation is also very significant. West Germany, which has traditionally been Sweden's biggest single supplier of imports, has become less competitive in Swedish markets because of revaluation. This fact should help competing Swedish domestic manufacturers, as well as other foreign suppliers, of comparable goods. Furthermore, there was undoubtedly some extra purchasing of German goods in the spring and summer of 1969 in anticipation of revaluation. Although some of these leads and lags were being unwound in November and December, further unwinding should take place in early 1970.

Total Swedish imports, which increased at a rate of about 13% in 1969, are expected to grow by about 7 to 8% in 1970. Such categories of imports as consumer goods (especially non-durables), raw materials for construction, raw materials for industrial production of non-consumer goods and investment goods are expected to increase by the greatest percentages in 1970 and should, therefore, offer promising export opportunities for alert American firms.

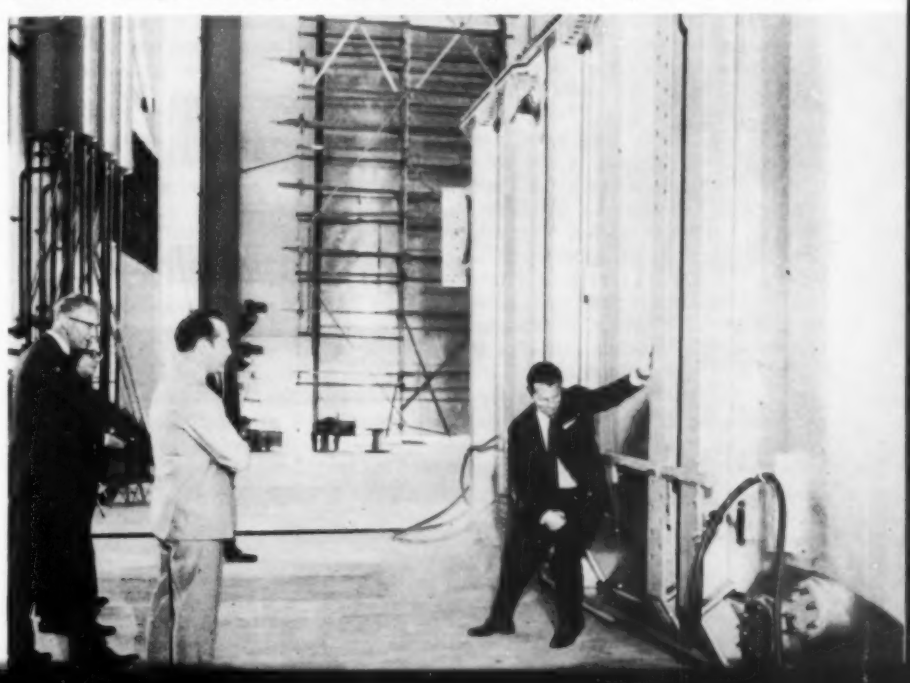
Some progress was made during the past six months in reducing the disagreements between the Nordic countries (Sweden, Norway, Denmark, and Finland) on agriculture, suspension of application of the Customs Union to certain industrial items, and financial arrangements. There has not as yet, however, been a top-level agreement by the Prime Ministers of the four countries involved, and a meeting scheduled for Finland in December was cancelled at Finnish request. With improved prospects for negotiations between the European Community and membership applicants (including Denmark and Norway), there seems little time remaining for final decisions with regard to expanded Nordic economic cooperation.

Mechanized equipment sought

The continuing labor shortage in Sweden, combined with its need for improving its balance of trade, create a demand for advanced labor-saving and production-increasing machinery. The industries with the greatest needs for new machinery and equipment in 1970 are (in order of size of planned investment): engineering (which includes machinery, metal fabrication and motor vehicles); pulp and paper; iron, steel and other metal-working industries; the chemical sector (including rubber and petroleum); and the food industry (including beverages and tobacco). In addition, substantial construction is planned by the public utilities (electric, gas and water works), as well as the engineering, pulp and paper and food industries. This demand results in excellent opportunities for American manufacturers of relevant equipment.

As in many other countries, a fear of the effects of industrial civilization on

SWEDISH EXECUTIVE EASILY MOVES an 88,000-pound transformer vessel with the aid of a U.S. product. Curt Nicolin, President of Allmanna Svenska Elektriska Aktiebolaget, Ludvika, can push the huge load because it is floating on Aero-Casters, inflatable air film bearings manufactured by Aero-Go, Inc., Seattle.



nature and humans has developed. The result of this fear is an increasing interest in equipment to combat air, soil and water pollution and control noise. A recent successful exhibition at the U.S. Trade Center developed an increased interest in U.S.-made products and services.

The continued growth of economic activity and the rise in wages (the new budget anticipates an increase of more than 8% in the wage rate) naturally creates greater demand for quality consumer goods. American manufacturers and growers have an excellent opportunity to help satisfy the demand for everything from clothing to food. Sweden has a high percentage of families with both husband and wife working; this results in an increasing interest in American processed foods, particularly the quick-cooking varieties.

The drastic decline in foreign exchange reserves described below has led to severe restrictions on foreign investments by Swedish residents, including a suspension for 18 months of several provisions of the OECD Investment Code. Thus, new Swedish portfolio investment in the United States has become difficult, if not impossible. Direct investment, while still possible, is very strictly controlled.

Investment opportunities in Sweden for U.S. investors are, of course, limited by the provisions of U.S. foreign direct investment regulations. They are also subject to scrutiny by the Swedish authorities, although most sound proposals encounter no difficulties. An interesting new technique is the joint venture between a U.S. firm and a Swedish public company. In connection with his budget presentation, the Minister of Industry announced plans for the formation of a new joint company to be owned jointly by the Swedish Defense Factories and the American Hospital Supply (AHS) Corp. In addition to being exclusive distributors of AHS products in Sweden, the company intends to manufacture certain of these products in Sweden and to export a small number.

While presenting the 1970/71 budget to the Swedish Parliament in January, the Finance Minister announced new taxes, a reduced budget deficit and other elements of a relatively restrictive fiscal policy. He also said that the present tight monetary and credit policies definitely will not be relaxed until later in the year, if then. With the aid of these restrictive policies, the Swedish Government hopes to reduce the rate of real GNP growth to about 4.3% in 1970.

Private consumption rose about 3.9% in 1969, compared to 4.3% in 1968. With the value added tax on major consumer durable goods scheduled to rise from 11.1% to 16.3% on Feb. 1, and with the other restrictive policies mentioned above, the Swedish Government expects the rate of growth of consumer demand to decline to about 3.5% in 1970.

Tax and price rises

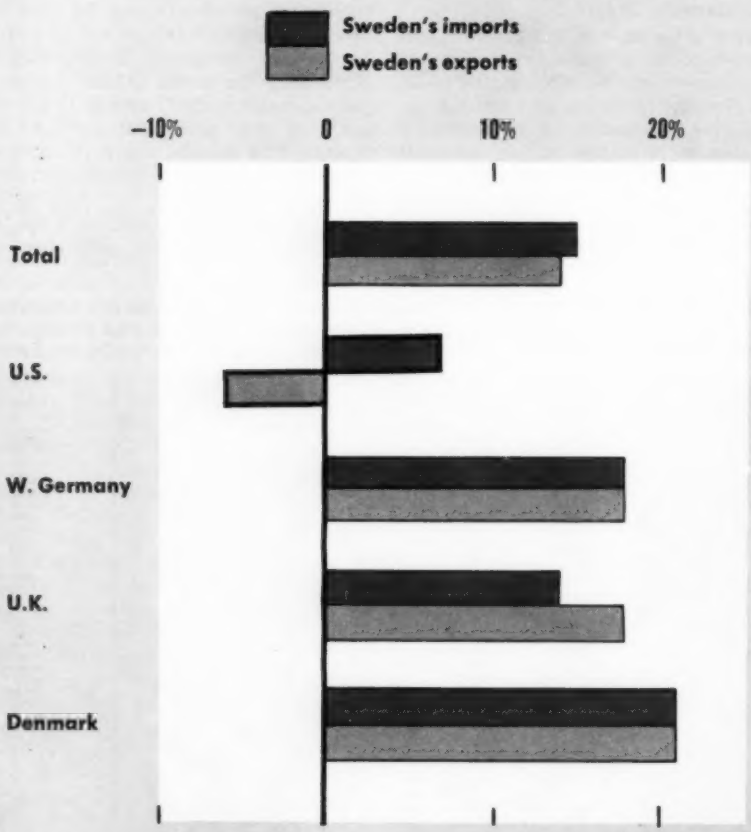
While wages and salaries are expected to rise at an annual rate of more than 8%, disposable personal income—which is, after all, the major determinant of consumer demand—will rise much more slowly, not only because of increasing taxes, but also because of the expected 3.5% rise in consumer prices.

Mining and manufacturing production, the volume of which was increasing at an average annual rate of just over 4% during 1966, 1967 and 1968, suddenly spurted to an annual growth rate of 8% in 1969. This rapid growth was led by the paper and paperboard industry (13%), but was also marked in the so-called engineering industry—which includes machinery, metal fabrication and motor vehicles—(11%), as well as iron and steel and other metal refining (9%). Such rates of growth are, of course, unsustainable, not only because demand cannot be expected to continue to grow at such rates, but also because of plant capacity limits.

Nevertheless, as indicated below, substantial additions to plant capacity are now being made, which should permit significant production increases, particularly in such export industries as engineering and iron and steel. Despite the removal of bottlenecks, however, mining and manufacturing production as a whole is not expected to increase by over 6½% in 1970.

Current trends in U.S.-Sweden trade

(percent change in value of trade, total and with four main trading partners, Jan.-Oct. 1968 to Jan.-Oct. 1969)



XUM

Although Swedish employers are already paying the highest wages in Europe, nationwide collective bargaining agreements will push wages and salaries even higher this year. In the private sector, an average white collar worker will receive a wage increase of at least 7% during 1970 and blue collar workers at least 8½%. Trade union attempts to increase the wages of low-paid workers more than those of the more skilled and higher paid will probably be offset, at least partially, by wage drift resulting from strong competition among employers, particularly for skilled workers.

Labor to remain scarce

The labor market is expected to remain tight and unemployment low (less than 2% nationwide) throughout the spring. In the sparsely populated northern counties, employment levels in agriculture and forestry will continue to decline but early retirement provisions and government vocational retraining programs will ease this regional unemployment problem somewhat. Nationwide, the number of job vacancies reported will continue to exceed the number of unemployed registered at government employment exchanges.

Although Sweden has been famous over the years for its labor peace, the year opened with 4,600 miners on strike—illegally—the largest work stoppage since 1945. In a total labor force of 3.9 million, this was not too important, but there were possibly serious ramifications. The strike appeared to be the result of rank-and-file union member disillusionment with Sweden's bureaucratic, old-line trade union movement—a rebellion against the remote-control unionism inherent in centralized, nationwide collective bargaining. As the latter forms the foundation on which the nation's labor peace is based, 1970 could see the weakening of the union establishment, with its strong concern for holding back inflation and keeping Swedish products internationally competitive, as well as for raising wages.

The rate of growth of industrial labor productivity, which has hovered around 9% for the past three years, is expected to decline somewhat in 1970. Such a development may presage an eventual weakening of Sweden's competitiveness in world markets.

During 1967 and 1968, total private fixed investment in Sweden, excluding dwellings, declined by 2½% and 8½%, respectively. The recovery in 1969 to a rate of growth of 3% was certainly a motor force in Sweden's current economic growth. The official forecast for 1970 of a further 10% growth in this sector seems a little optimistic, particularly in view of current credit policies, but the Finance Minister's budget statement recognized the importance of private fixed investment and promised to encourage it.

In order to free resources for industrial investment, the Government is deliberately slowing down residential construction. Investment in housing, which has been at the highest per capita rate in Europe for more than 20 years, declined by about 1½% in 1969 and is expected to decrease by another 1% in 1970.

Total gold and foreign exchange reserves of the Riksbank (Central Bank) and the commercial banks fell in 1969 by more than $350 million, which meant a loss of nearly one-third of total holdings. But the last two months of the year (after German revaluation) saw a stemming of the steep decline that had been taking place during the previous ten months.

The Swedish Government hopes that the trade deficit will decline to about $100 million in 1970, which would be the lowest level since the early 1950's. The total deficit on current payments, however, is expected to be about $150 million (compared to over $200 million in 1969), because the surplus for shipping will not be large enough to offset the increasing deficits for tourism and other services.

The capital account, which was the source of most of the foreign exchange drain in 1969, is much more difficult to predict. The government has taken direct measures to limit long-term Swedish investment abroad. The international monetary climate in 1970 promises more stability and hence less reason for speculative capital movements than in 1969. In addition, the rather restrictive fiscal and monetary policies now in effect should tend to restrain other short-term outflows, such as commercial credits to foreign purchasers of Swedish exports.

During the course of 1969, credit policy was tightened by degrees. The official discount rate has been 7% since July. Recommended bank liquidity ratios were increased twice during the year. In the fall, a cash reserve requirement (a mandatory interest-free deposit with the Riksbank) of 1% of total deposits was imposed on all commercial banks, as well as ceilings on bank borrowings from the Riksbank. Commercial banks exceeding the ceilings were subjected to the unprecedented penalty rate of 1% per day.

As a result of these and other policies, the annual rate of increase of the supply of money held by the public, which was at a level of about 12½% at the end of 1968, had declined to about 6% at the end of 1969.

In his budget statement, the Finance Minister announced his intention to tighten fiscal policy considerably and to continue restrictions on new housing starts. For the current fiscal year, the government now anticipates a deficit of Skr 3.1 billion ($600 million). For fiscal 1970/71, the proposed deficit is only Skr 800 million ($155 million), although supplementary budgets will probably bring it up to at least Skr 1.5 billion ($290 million). Even so, this represents substantial fiscal restraint in comparison with recent Swedish performance, particularly in an election year.

Good sales prospects in over 25 categories

Currently, there appears to exist a good sales potential in Sweden for the following broad categories of manufactured goods and services, as well as food products (not necessarily in the order of most importance):

***Manufactured goods:* environmental pollution and noise control equipment, industrial process controls and instrumentation, advanced electronic components, industrial data processing equipment, electronic testing and production equipment, equipment and accessories for the shipbuilding and maritime industries, innovation business machines, aircraft and aviation electronics, newly-developed medical, surgical, and scientific instruments, specialized machinery and equipment for pulp and paper industries, industrial heating, ventilating and air conditioning systems, selected building materials and construction equipment, advanced printing and bookbinding equipment, recently-developed metalworking machinery and equipment, automotive maintenance and servicing equipment adaptable to Swedish and other European passenger and truck motor vehicles, cost reducing materials handling equipment, industrial chemicals, textiles and men's clothing (not knitted), and photographic film and equipment.**

***Food products:* frozen, cured, and smoked meat and meat extracts; canned food specialties, such as soups, meat pies, puddings and other desserts; Chinese foods; canned fruits, vegetables, preserves, jams and jellies; and dried and dehydrated fruits and vegetables (raisins, prunes, apricots, apples, pears, mixed fruit).**

Ghana's new elective Government aims to direct resources toward expanded economic growth rate

Rearrangement of debt payments, promotion of domestic enterprise and investment seen as key development steps

The period of Ghana's transition from stabilization to economic development which the National Liberation Council (NLC) regime rather hopefully saw opening in the latter half of 1968 is apt to be delayed a while longer.

The elective government installed last October will require more time to consider its economic policy objectives according to the Economic Trends Report from the U.S. Embassy in Accra. These have not yet been stated in any detail. However, three principal trends are apparent: (1) a determined move to achieve some arrangement other than re-scheduling to reduce Ghana's debt-servicing burden; (2) more stringent application of the tenets of the NLC's policy for promoting indigenous enterprise; and (3) an increased emphasis on domestic investment.

Objective is growth

All three have the common aim of freeing Ghana's resources for an expanded rate of economic growth, and afford some promise of reducing unemployment, which the Government regards as affecting some 25% of the labor force. Accordingly, all three have extensive public support. With whatever success they come to be implemented, however, there will be some adverse effects in the short run.

The displacement of aliens, for instance, has recently created some shortages in market commodities, road transport and labor—especially at the ports—with an attendant rise in prices. And the stress laid on Ghanaian enterprise cannot be expected to encourage foreign investment in trade or industry.

Minor exports of crops tend to be overlooked; in the middle 50's, for instance, bananas were a foreign exchange earner of some consequence. That trade seems to have failed in the late 60's, partly because of inadequate price incentives, partly because of faulty organization of collection and transport facilities. The same thing can be said of peanuts, palm kernels, copra and, perhaps, coffee. But on a new commodity front, exploratory drilling for off-shore oil should begin by early spring.

In the late months of 1969 and for the foreseeable future, there has been an approximate balance of U.S.-Ghana bilateral trade. U.S. cocoa sales and loadings have declined. In return, utilization of AID commodity assistance has for some time been growing at an accelerated pace. As foreseen, the major items of procurement are tractors, and excavating and lift-loading equipment. Other important items are communication equipment, grain processing and storage facilities, tires and tubes, and fabrics.

Such U.S. goods will continue to command a market on a commodity-assistance or direct commercial basis. But aggressive and reliable representation is another question. In view of the implications of NLC Decree 323, which seemed to place a complete prohibition on the "foreign representation of overseas manufacturers" (not otherwise qualified), U.S. suppliers and manufacturers new to Ghana have had trouble in deciding between the experienced expatriate firm and the promising, if unestablished, Ghanaian newcomer. If a trend is discernible, it lies in the direction of equipping the latter to represent a single product line. Frequently he is being assisted by technical service and sales training and an appropriate line of credit. That may well be a long view.

Investment considerations

Experience shows that U.S. investment proposals for 1970 should take certain forms and dimension to be both commercially successful and contributive to growth. As already implied, the Ghanaian view may increasingly regard domestic control of manufacturing facilities as essential, which may or may not satisfy expectations of U.S. investors.

There are other problem areas. For one, borrowing abroad and dependence on foreign investors will require remittances in foreign exchange, often thought to contain overstated fees for home-office managerial services. For his part, the putative U.S. investor in the production of consumer goods can find his preliminary costs of survey and analysis heavy in relation to a proposed financial exposure.

On the other hand, both Ghanaian and American investment could concert on large-scale commercial farming ventures to answer both a Government interest in enhancing production of food and agricultural raw materials and the updating of local farming methods.

The provision of technical personnel and equipment on short-term contract for the rehabilitation of plant may also hold promise for U.S. engineering enterprises. Opportunities are not numerous nor easy to discern. They derive from the fact that the rate of plant capitalization initially outstripped maintenance and repair capabilities. With the predictable contraction of available inventories of spare parts and technical skills, it is a field worthy of attention.

The Busia Government inherited a substantially sounder economy than the NLC did in early 1966. Nevertheless, some chronic problems persist: as already noted, unemployment and underemployment of perhaps as many as 500,000 people; a relative inefficiency in allocating foreign exchange reserves for imports; a tendency of Government expenditures to increase more rapidly than the tax base can be broadened.

Debt burden is heavy

Then, too, there is the important question of debt settlement. Of this, the Prime Minister has observed that the "load of debts Ghana will be carrying into the next decade" imposes "conditions which a democratically-elected government cannot afford to accept." The electorate undoubtedly agrees with him, but the attitude of the major creditors is unlikely to be revealed with any clarity before a further conference on the subject in June. By that time, the local budget estimates for cocoa revenue in fiscal 1969/70 may be seen to have been understated, with some prospective weakening of Ghana's tactical position.

But whether cocoa income can be maintained or not in the immediate future, the moral content of Ghana's case may well continue to gain sympathy.

In what neighboring countries may have judged rather precipitate action, the Busia Government in mid-November moved against Ghana's alien criminal, unemployed and petty-trader elements. Some 70,000 were evicted. In market terms, there were rapidly reported shortages in the supply of spring onions and potatoes, yams, beef, charcoal and kerosene. The Ghana Government is confident

XUM

IESC VOLUNTEER James R. Bailey of Wilmington, Del., retired manager of business systems at Dupont, helped Ghana's State Insurance Corporation.

AN ACCRA FURNITURE FACTORY got expert advice from Thomas Turner of Walpole, N.H., owner of the Thomas Turner Manufacturing Corp.

Ghana enterprises get volunteer services of U.S. executives

Ghana is among 45 developing countries sharing 1,300 projects of the International Executive Service Corps (IESC) over the last five years. IESC is the New York-based, non-profit organization that arranges for experienced U.S. businessmen to offer their managerial know-how to enterprises in developing nations (see *International Commerce* of Feb. 17, 1969).

The number of IESC projects has grown each year since the organization's inception in 1965. Last year, IESC's retired and mid-career executives helped 511 foreign business firms with administrative, production, marketing, finance and personnel problems, compared with 30 in the first year.

Projects in Ghana have assisted the National Investment Bank, a fibre bag manufacturing company, a shoe factory, a furniture factory, an automobile and truck distributor, a manufacturer of men's shirts and women's blouses, and the state insurance corporation. As of Jan. 1, a total of eight Ghanaian projects had been completed, two were underway and one was ready to begin.

TWO RETIRED EXECUTIVES of the International Shoe Co., Missourians George M. Abbott (second from left) and John W. Hill (right), served for four weeks as technical advisers to the Kumasi State Shoe Factory.

HELPING TO UPGRADE Ghana's transport system was the job of Bert Simon, right, co-owner of Seacoast Motors, Inc., in Portsmouth, N.H. Noting a traditional method is IESC Area Director L. Metcalfe Walling.

these distributive trades will be taken over by Ghanaians.

Similarly, it is hoped that Ghanaian labor will replace aliens, for example from Niger who made up dock gangs at the port of Takoradi and the fishing harbor at Tema. However, such changes in the recruitment of labor may take a little time to bring about in view of a traditional distaste among Ghanaians for some jobs which are considered menial.

Although the non-Ghanaian African petty traders and unemployed have seemed to be prominently in the Government's sights these days, one assumes that the target of the policy of promoting Ghanaian enterprise remains the original one of the NLC Decree 323: The Lebanese, Syrian and Indian merchants.

Government policy statement

A Government spokesman on the subject stated in December: "Government's policy is to encourage foreign investment in sectors which call for high capital investment, technology and management which Ghanaians are unable at present to provide . . . in encouraging foreign participation in the unreserved sectors however, care will be taken to reserve some room for Ghanaians to enter, if and when they come into possession of the requisite know-how and capital.

"For schemes falling outside the reserved sector but with fixed capital investment of less than $196,000, declared policy is that the benefits under the Capital Investments Act will not normally be granted unless 40% or more of the equity is held by Ghanaians. Furthermore, while the Government does not impose Ghanaian participation as a condition for approving investment above $196,000, it has indicated that it will look with favor on any such schemes which offer opportunities for capital participation by Ghanaians and higher technical and management positions to Ghanaians."

The next parliamentary session can be expected to amend NLC Decree 323, replacing it with a more stringent measure. It is uncertain what the Government will provide to assist the funding of these partnerships and equity shares by Ghanaian businessmen, but haste in implementing the expected legislative enactment could lead to disruption of trade.

For such policy reasons, attention has been paid to the liberalization of credit for the Ghanaian businessman. The Bank of Ghana in November announced the establishment of a credit-guarantee scheme to cover the risks of loans to small manufacturers, tradesmen and farmers. In late December, the National Investment Bank (NIB) opened a Kumasi branch, and the Capital Investment Board announced approval of some $29.4 million in capital investment ($14.2 million in hard currency).

Finance Minister J. H. Mensah remarked, at the Kumasi occasion, that "the doors of the NIB are always open to serious-minded businessmen and investors. In order to ensure that our shareholders' funds are channelled into viable projects, the Bank has evolved . . . procedures which some customers find cumbersome or searching. Furthermore, in granting loans, the Bank stipulates certain conditions which to some may appear restrictive." In outlining a relatively conservative banking approach, the Minister went on to say that in the Bank's view a project's viability depends primarily on the effectiveness of management in the judicious use of funds from the Bank.

A modest increase in Government borrowing from the central bank may be accompanied by raising the statutory reserves the commercial banks are required to maintain—in cash, Government stocks and Treasury bills—against total deposits. Even so, it is not clear that the rate of lending activity will necessarily be affected. Those preferring to extend short-term overdraft facilities rather than medium-term industrial loans probably have excess liquidity anyway to meet increased reserve requirements. Accordingly, while lending practices are not apt to be greatly altered in the near future, additions to money supply will tend to continue the mild inflation of 1969.

During the balance of the fiscal year, the Government's own resources in revenue and foreign exchange may be substantially greater than anticipated, although the collection of earnings from cocoa are slowed by delays in internal transportation and ocean shipping. Apart from cocoa duty, reports from various parts of the country speak of increased revenues from excise and sales taxes, a favorable development which is not due to any evident progress in review of the tax structure.

Many spending alternatives

As is the case for most governments, Ghana will have a wide choice in allocating any unallocated revenue income. Rural development, water supply in particular, is already an important object of current expenditure but could be readily expanded. Additional capitalization of public lending institutions might commend itself. Or the opportunity might be seized to blend public resources in foreign exchange with foreign bank credit to reduce reliance on the 180-day credit system by permitting reversion to a sight basis, at least partially. Some study has been made of this possibility. With arrears on current trading account at a seasonal high, the moment might not appear to be propitious to retire credits of this type. On the other hand, European suppliers accustomed to extending 180-day terms have recently shown some resistance, owing to failure to honor them punctually.

In cocoa terms, a 350-360,000 ton outturn from the 1969/70 main crop, which still appears a reasonable guess, would be a median in Ghana's now diminished five-year average. Rehabilitation plans for the industry do not seem to have taken form, but some careful statistical work into the economics of pest control (determined at the November international conference on cocoa research) will be helpful. Meanwhile, the drive to evict unauthorized alien residents has been suitably cautious over the displacement of laborers who make up a significant part of the force that harvests and processes the cocoa crop. Like its predecessor, the Busia Government may have limited faith in a dramatically increased price to the farmer as a short-run formula for inducing increased attention to general husbandry and new planning.

Mild economic nationalism reported

A reluctance to rely on foreign advice or be unduly subject to foreign economic influence has been characteristic of independent Ghana since 1957. This mood may have yielded during the latter phase of the Nkrumah period to a desire for a more accelerated form of industrialization. More recently, the NLC accepted some guidance from international agencies in the effort to turn the economy around. The current apparent reversion to a mild type of economic nationalism probably deals with several ideas at once. Ghanaians are convinced that sizable proportions of the country's unemployed and criminal classes are non-Ghanaian; that the peripatetic West African traders (Hausa, Yorube, Ibo) had succeeded in cornering certain sectors of the Ghanaian market, that larger commercial interests, with foreign capital and currency reserves, are dominant in wholesale and retail trade and service industries.

XUM

Ecuador weathers crisis

Mid-1969 balance of payments crunch passes; U.S. market share falling

Ecuador, with the help of stringent import regulations and a rise in banana exports during the latter part of 1969, has made a remarkable recovery from the balance of payments crisis in mid-1969. Net international reserves as of Dec. 31 stood at $51.3 million (by the IMF definition), equal to about three months' imports, according to the Economic Trends Report from the U.S. Embassy in Quito.

But, due to the Central Government's recent heavy borrowing from the Central Bank to overcome a fiscal crisis, currency in circulation is again rising, international reserves are beginning to decline as a result, and price inflation for 1970 may well exceed the official 7.5% registered in 1969.

U.S. exports to Ecuador in absolute terms are increasing, but the U.S. share of the market dropped from 38.6% (Central Bank import permits liquidated) in 1967, to 36.9% in 1968, to 34.9% for the first seven months of 1969. On the other hand, Japan's share was rising from 7.6% in 1967 to 7.8% in 1968, and to 9.3% in 1969.

There appear to be two primary reasons for the steadily declining U.S. share of the Ecuadoran market. First, the U.S. economy has been overheated, with attendant cost increases and less sales push overseas. Second, Ecuador has successfully been striving to reduce imports of goods classified as non-essential and luxury, in order to utilize scarce international reserves for products which are felt to be essential to economic development. In many cases, the United States has been more competitive in consumer goods than in small scale, low-capacity producer goods.

Oil pipeline agreement

In mid-1969 the Texaco-Gulf consortium and the Central Government signed a supplementary agreement under which Texaco-Gulf is to construct a 300-mile pipeline from Ecuador's Amazon jungle to the Pacific coast. Costing about $140 million, the pipeline will have a capacity of 250,000 barrels of oil daily when completed at the end of 1972. Construction of $35 million worth of roads has already begun, and drilling activity is being stepped up.

These projects necessarily will require Texaco-Gulf to bring in considerable capital to cover heavy local costs, thus easing somewhat Ecuador's balance of payments problems. Moreover, investment specialists believe that the Texaco-Gulf outlay will stimulate other investment in light industry. In addition, following the lead of Texaco-Gulf, a number of other firms are now exploring for oil in the jungles, and one is drilling offshore.

It is likely that 1970 will see a further decline in Ecuador's imports. But as the oil pipeline, roadbuilding, and oil drilling projects gain momentum, as the Andean Subregional Group begins to move forward, and as domestic food production increases, Ecuador's economy should again show buoyancy. Its effective demand for imports then would once more show the growth that it demonstrated through most of the 1960's. More intensive sales efforts by U.S. exporters now will pay off in the next several years.

Ecuador's export prospects are, at best, uncertain. Exports of bananas, which account for over half of Ecuador's total export earnings, were down 25% for the first six months of 1969, and recovered in the second half only because of hurricane damage to competing producers in Central America and Taiwan. International competition in bananas is likely to be even more intense in 1970 as production continues to increase in Central America. The other two major export earners, coffee and cacao, may both show moderate increases. Exports in 1969 were down about 14% from 1968, while imports declined 10%. Cacao and coffee may show increases in 1970, as well as sugar and fish products. But as previously mentioned, banana exports may decline.

Furthermore, although the Central Bank is attempting to curb the money supply and is raising the discount rate and the legal rates of interest to curb demand, inflationary forces already underway are leading to increasing consumer demand, and to a drain on an already moderate level of international reserves.

Added import restrictions have just been adopted. Moreover, inflation seems likely especially to hurt exporters of such products as bananas, coffee, and cacao, which meet with stiff competition in international markets.

Diversification out of bananas, even though assisted by Central Government funds, has been slow. Available statistics indicate that the percentage of export earnings from bananas, coffee, and cacao

ECUADOR IS TRYING TO LIMIT IMPORTS to items which are essential to its development effort. Below, (c.) the nation's Director General of Telecommunications studies a map showing new three-way communications link between Ecuador and the United States at Western Union International's New York headquarters.

has not declined over the years from 85% despite diversification efforts and increases in exports of other products such as pharmaceuticals and fish products. The outlook for growth in exports in the near future is, thus, not bright.

When Bolivia nationalized the Gulf Oil properties, the Ecuadoran Government immediately issued a statement that it welcomed private foreign investment except in certain fields such as public utilities. While Ecuador has shown itself to be a hard bargainer in its dealings with foreign firms, there is nothing in the record to indicate that it desires nationalization, or that it is ultra-sensitive to foreign investment. For example, Texaco-Gulf will have invested approximately $200 million by the time it makes its first shipment of oil from Ecuador, probably in early 1973. Moreover, the Ecuadoran Government apparently intends to sign a copper exploration and exploitation contract with a Japanese consortium in the near future.

Growing world interest

An increasing number of representatives of international firms are visiting Ecuador in their search for plant sites to take advantage of the newest common market in Latin America, known as the Andean Subregional Group. Almost without exception, they have said that the Ecuadorean market alone is small, but production runs for both Ecuador and the other Andean Group countries could be economic. For this reason, they have been scouting the markets of the other member countries of the Group while studying the advantages under the Andean Pact of locating in Ecuador.

Credit has been short and interest rates are rising. Nevertheless, some credit is available from private banks and investment institutions. Moreover, stock exchanges on a very small scale have just opened in Guayaquil and Quito, and these, as time passes, will increasingly channel funds into productive enterprises. Investment opportunities in the fields of food processing, frozen fish and shrimp exports, cattle raising, pharmaceuticals, cosmetics, and perhaps light metal industries appear promising.

The balance of payments is likely to be under severe pressure in 1970 because of sharply increased liquidity resulting from the rising Central Government deficit. At the same time, allocations for development projects may not be sufficient to allow infrastructure projects to proceed as rapidly as desired.

Despite many restrictive monetary policies in 1969, overall consumer price indices showed about a 7.5% increase during the year, primarily as a result of food prices which rose over 11%. Food production for domestic consumption is estimated to have increased at slightly more than 2% annually for the past ten years, while population has been growing at the rate of about 3.4%. The outlook for increased agricultural production, however, is brightening as a result of new higher yielding strains of wheat and rice, and the dissemination of more modern methods of farming by agricultural extension services and cooperatives.

Money supply in 1969 was under tight control by the Central Bank until December, when the Central Government found it necessary to borrow a large sum from the Central Bank to finance the unbalanced budget. This immediately resulted in an increased money supply which will have an inflationary effect in 1970. At the same time, private savings in banks increased about 10% in 1969, but with inflationary trends strengthening, the public may search for more effective hedges against inflation.

Despite tight money over the past year, both Guayaquil and Quito, the major population centers of Ecuador, have experienced construction booms. Data are not available, but observation indicates that many more homes and apartments in the luxury class and office buildings are under construction now than at any time in the past two years. For the present, at any rate, vacancies appear to be no problem.

Although domestic production of cement has increased, the supply has been short and cement has been imported from as far away as the Soviet Union in exchange for surplus bananas. Cement prices, nevertheless, have risen about 25% in the past 18 months, while the price of steel reinforcing rods has about doubled.

World Bank's East Africa group endorses Kenya aid

The third meeting of the Consultative Group for East Africa, organized by the World Bank, was held in Paris on Feb. 3-4 to review development assistance to Kenya.

The following countries and agencies were represented: Kenya, Canada, Denmark, Finland, France, Germany, Italy, Netherlands, Norway, Sweden, the United Kingdom and the United States, the International Monetary Fund, and the United Nations Development Program. Switzerland and the Organization for Economic Cooperation and Development were represented by observers.

The meeting concluded that the economic performance and prospects of Kenya justified continued financial and technical assistance from the Group and that a substantial part of financial aid should be on concessionary terms.

Indian group talked trade in U.S.

An Indian group headed by Minister of Foreign Trade B. R. Bhagat recently visited the United States to discuss trade relations between the two countries with U.S. officials in Washington and with businessmen in several other American cities.

A State Department spokesman, summing up their activities, said the group "came to explore prospects for expansion in Indian exports to the United States in order to take advantage of India's growing industrial potential—further its objective of eventual independence of concessionary foreign aid."

The group met with the Secretaries of State and Commerce, Members of Congress, industrialists and bankers in New York, New Orleans, San Francisco and Los Angeles.

"At the meetings in Washington, the Indians reiterated their interest in early conclusion of a scheme of generalized preferences, describing current Indian economic policies, and stressed Indian work on new proposals for attracting more private foreign investment—especially in export lines," the State Department spokesman said.

In addition to policy level talks there were technical discussions at the Department of Commerce, in which the Indians identified specific areas of interest in the United States market and were informed in detail by the Department of Commerce of facilities available there for putting Indian traders in touch with relevant United States firms.

"United States participants also expressed this country's interest in expanding exports to and investments in India, and touched on ways in which factors tending to limit these activities might be overcome," the State Department spokesman said.

XUM

Argentina announces record budget aimed at 6% GDP growth

Several new industrial promotion measures will be introduced

Argentina's Minister of Economy and Labor Dagnino Pastore has announced a 1970 budget of $3.43 billion, with a projected deficit of about $122 million. Expenditures and revenues are both due to be higher than 1969 levels, with the deficit about the same as last year. Sixty-four percent of 1970 spending has been alloted to current expenditures and 36% for capital outlays.

The Minister declared that Argentina's basic economic objective for 1970 is to achieve a 6% growth in gross domestic product while keeping prices at least as stable as they were in 1969. Agriculture is to benefit from reductions in export taxes and rebates on certain meat exports.

Present industrial promotion programs are to be strengthened and streamlined, and new measures will try to decentralize industry regionally and to lower production costs in key industries. Rebates will be issued on industrial exports, and autonomous export promotion agency will be established, and the export credit insurance program is to be improved.

The wholesale price index actually declined 0.6% during the month of December. The index in December stood 7.6% above its level of twelve months earlier.

The value of Argentine exports of meat, meat by-products, hides and livestock jumped by 26.1% to $583 million in 1969.

Motor vehicle production of 218,587 units in 1969 set an Argentine record. The output was 20.8% over the 1968 level and 12.4% higher than the previous record, set in 1965. The jump in auto production helped bring about the approximately 7% rise in GDP for the year.

Electric power on Sarawak gets $3.1 million from ADB

The Asian Development Bank has approved a loan equivalent to $3.1 million to help Malaysia expand the electricity supply facilities in Sarawak. The loan will finance part of the development program for 1970-74 of the Sarawak Electricity Supply Corporation (SESCO), which is wholly-owned by the State of Sarawak.

The project to be financed by the loan consists of the installation of four diesel generating plants at Kuching, Sibu and Miri; the construction of a 33-kilowatt transmission system at Kuching; and the procurement of equipment for SESCO distribution systems to strengthen and expand the existing supply of electricity.

More Kennedy Round reports available

Two more special reports on Kennedy Round tariff cuts have been released by the Department of Commerce. Entitled *Kennedy Round Special Report—Valves and Similar Appliances*, and *Kennedy Round Special Report—Electrical Measuring and Controlling Instruments*, the reports detail the import duty rate reductions being made by 15 countries as a result of the Kennedy Round of GATT tariff negotiations.

The countries are: Austria, Canada, Denmark, Finland, Japan, Norway, Sweden, Switzerland, the United Kingdom, and the six European Economic Community (EEC) nations—Belgium, France, Germany, Italy, Luxembourg, and The Netherlands.

The reports show the pre-Kennedy Round rates, the final rates, and the proposed staging for reaching the final rates. They also contain data on the U.S. share of the import market for these products in each country, and background information on the Kennedy Round.

The reports are available for 25 cents each from Sales and Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230. Previously issued reports on pumps and compressors, air conditioning and refrigeration equipment, textile machinery, medical and X-ray equipment, materials handling equipment, photographic equipment and agricultural machinery, are available at the same price.

Private Mexican projects to get $10 million boost

IDB loan will assist small and medium-sized industries

The Inter-American Development Bank has approved two loans totaling the equivalent of $10 million to help foster the growth of small- and medium-size private industries in Mexico.

The resources of the loan extended to Nacional Financiera, S.A., the agency in charge of negotiating Mexico's external credits, will be relent through the Fondo de Garantia y Fomento a la Industria Mediana y Pequena, a Mexican agency which promotes private development.

The Fondo will provide credits over a three-year period to private enterprises through intermediate financial and banking institutions throughout the nation. In addition to helping borrowers consolidate or expand their activities, the program will encourage the growth of Mexican industry in regions located outside the nation's major industrial centers.

Under the program, credits of up to $50,000 with repayment periods of up to ten years will be extended to small-scale enterprises, and credits of up to $200,000 for terms of up to five years will be granted to medium industries.

The total cost of the program is estimated at $25 million.

The program is a continuation of projects which the Bank has helped to finance with three previous loans totaling $16 million. Those have helped finance nearly 400 enterprises in such fields as foodstuffs, beverages, textiles, footwear and clothing, chemicals, printing, metal products, nonmetallic minerals and furniture.

In 1966, small- and medium-scale industries in Mexico accounted for 37% of the output of the nation's industrial sector. Those industries foster the growth of the nation's entire industrial complex by providing the intermediate goods needed for large-scale manufacturers to operate.

Since it was established in 1954, the Fondo has granted more than 9,000 credits totaling the equivalent of $163 million to some 4,900 enterprises. As of 1969, the total annual sales of these companies, which currently employ about 175,000 workers, exceeded $880 million.

IDB, African Bank to join in financing project in Malawi

Credit of $8.25 million will help pay for electric power program

The International Development Association (IDA) and the African Development Bank are joining together to provide $8.25 million for the expansion of electric power facilities in Malawi. This marks the first time an agency of the World Bank Group and the African Development Bank have joined in financing a development project.

The financing will cover the foreign exchange costs of a three-year $12.4 million program of the Electricity Supply Commission of Malawi (ESCOM), which provides for the installation of 19 megawatts of new generating capacity, the construction of 198 miles of transmission lines, and distribution and substation expansion in the Southern and Central regions.

Both the IDA credit and the Bank loan will be made to the Government of Malawi. The IDA credit, in an amount of $5.25 million, will be for a term of 50 years, including a 10-year grace period. It will be interest-free but a service charge of ¾ of 1% will be made to cover IDA's administrative costs. The Government will relend the proceeds of the credit to ESCOM for a term of 29 years, with interest at 7%. The Bank loan of $3 million will be for a term of 20 years, with interest at 7%; the proceeds will be relent by the Government to ESCOM on the same terms.

The greater part of Malawi's population and economic activity is centered in the Southern Region, which contains most of ESCOM's generating capacity of 39 megawatts and accounts for 95% of its sales. Demand for power in the Central Region should begin to grow, however, with the prospective move of the capital from Zomba to Lilongwe.

Demand for electricity has been very high in Malawi, averaging an annual increase of more than 20% since 1954. The installations now being financed should cover requirements until 1973.

Ecuador raises prior import deposits and interest rates

In a move designed to lessen demand for imports and to help counteract inflationary pressures, the Monetary Board of Ecuador increased the rates at which prior deposits toward duties must be made when importers apply for an import license. Effective Jan. 26, the rates (expressed as percentages of duties payable) were raised from 15% to 40% on List I items and from 70% to 80% on List II.

Further reflecting recent deficit spending by the Ecuadorian Government, maximum legal interest rates (which have remained stable during the last 15 to 20 years) on several types of transactions have been raised. Most importantly, the maximum prime commercial bank rate was increased from 10% to 12%, and the Central Bank's general discount rate was raised from 5% to 8%.

Reserve requirements, which have a history of more frequent changes, were not affected.

ADB airport loan is first international assistance to Western Samoan economy

The Asian Development Bank has approved a loan of $2.4 million to Western Samoa for improving the Faleolo Airport and the road linking it with Apia, the capital city.

The Faleolo Airport Loan is the first Asian Development Bank loan to Western Samoa. It also marks the first loan from an international financial institution to Western Samoa.

The loan will be used for upgrading Western Samoa's only airport, enabling it to serve short-haul, twin-jet aircraft. In addition, the airport will be equipped with new navigational aids and terminal facilities to serve 150 passengers.

The improved road to Apia and the nearby inter-island ferry terminal at Mulifanua will be 24 miles long and vary in width from 18 to 24 feet.

Will pay for imports

The ADB loan will cover the foreign exchange costs of the project. All imported goods and services paid for with ADB funds must be procured through competitive bidding among firms in member nations of the Bank. The United States is a member of ADB.

A pleasant climate, scenic beauty and a stable and unhurried way of life have endowed Western Samoa with substantial potentialities for tourism. With Faleolo Airport only 80 miles away from Pago Pago in American Samoa, the country's closeness to international airlines is also an asset in promoting tourism. In the past eight years, the number of tourists to Western Samoa has increased more than six times, with the majority of them arriving by air.

Ceylon project will be open to international bids

World Bank, IDA lend $29 million to agricultural, power scheme

Ceylon's Mahaweli Ganga scheme for the development of agriculture and electric power will be launched with the assistance of $29 million from the World Bank and its affiliate, the International Development Association (IDA). The scheme contemplates the progressive development of irrigation for some 900,000 acres and the generation of about 900 megawatts of hydroelectric power, and may well become Ceylon's major development project during coming decades.

The first stage is scheduled for completion in five years at a total cost equivalent to $50 million. The Bank loan and the IDA credit will finance the foreign exchange requirements and the remaining costs will be met by the Government. The major civil works as well as the supply of equipment will be subject to international competitive bidding.

The Master Plan for the development of the Mahaweli Ganga was prepared by a team financed by the United Nations Development Program with the Food and Agriculture Organization of the United Nations as Executing Agency.

The main features of the first stage are two major diversion schemes, one on the Mahaweli Ganga at Polgolla near Kandy, and the other at Bowatenna on the Amban Ganga which will permit the water diverted at Polgolla to be shared between two separate areas in the dry zone of Ceylon. The 40-megawatt hydroelectric power plant will be installed at Polgolla.

The main irrigation works—the diversion dams, tunnels, and main canals—will be designed to meet the irrigation requirements of about 104,000 acres consisting essentially of new land to be subsequently developed. The project includes feasibility studies covering the next stage of development.

To facilitate execution of the project, the Government will establish a Mahaweli Development Board and has retained consultants. The works will be carried out through special divisions within the Irrigation, Agriculture and other Departments concerned. To insure adequate coordination at the field level, special project units will be established throughout the project area.

XUM

Manufacturers in four European nations offer products for licensing to U.S. firms

Items include patented road maps, automatic wood panel feed, deep-freezing and packaging techniques, diesel engines, scaffolding

Companies in Austria, Finland, Switzerland and the Netherlands are offering their products to American firms. The goods include: patented road map, automatic wood panel feed, new deep-freezing and packaging techniques, diesel engines and scaffolding equipment.

For additional information and the name and address of the firm, write the Office of International Investment, BIC-874, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

• An Austrian company is prepared to grant a license for the production of its patented "instant distance" road maps either directly to an American map-making company, or to another enterprise interested in securing exclusive rights such as an advertising agency, oil company, motel chain, etc.

There are 16 maps covering the area of the United States. One of these maps—Map No. 16, which shows the States of F'orida, Georgia, and South Carolina, and parts of the peripheral States, is printed on an envelope measuring about 6 x 9 inches. To instantly find the distance between Miami and Valdosta, Ga., one places in the envelope a pre-printed card with several columns of numbers. The numbers show in small holes which have been punched in the map adjacent to the many cities and towns. One sees instantly that the distance between Miami and Valdosta is 443 miles. By sliding the card to another position so that Greenville, S.C. is keyed in, one sees that the distance from that city to Tallahassee is 372 miles and to Huntsville, Ala. 316 miles.

An international oil concern in West Germany distributes about 600,000 such maps per year to its customers via gasoline and service stations. The Austrian Automobile Club has distributed 400,000 maps to its members. The management of the Olympic Games in Mexico presented maps of this type to visitors attending the games. **File 1842**

• A Finnish manufacturer offers U.S. patent rights on its machine which automatically feeds plywood, particleboard, veneers and all types of panelling into production lines.

A suction cap between the transporting rolls draws one panel after another from a stack; it then holds each firmly against rollers which move them along into production. This method of lifting and feeding eliminates the need for adjustments for different widths, lengths and thicknesses, and the danger of two boards being fed together is gone.

The machine operates independently, using its own built-in hydraulic system and it requires only a small amount of compressed air. **File 1843**

• A Swiss company offers for production under license its diesel engines. These are 8 and 10 cylinder liquid cooled V-type engines with operating range from 360 to 542 HP. The engines are compact, and since many of the major parts are interchangeable and auxiliary equipment such as scavenging blowers, turbo-chargers and cooling systems are identical, maintenance and storage costs are minimal.

The engines power land vehicles, and can be used for other applications, such as generator-drive, marine engine, and oil field engine.

Large companies in West Germany, Austria and Italy manufacture these engines under license. **File 1844**

• A Swiss company offers a new deep-freezing process for food products and new packaging techniques. The company developed the process for freezing in connection with its frozen pizzas which became a great success. It claims that the advantage of its method lies in the fact that the taste of the product undergoes no change at all when frozen.

The company will send specialists to the U.S. to provide the know-how and train employees. **File 1845**

• A medium-sized Dutch company offers for manufacture under license its patented scaffolding system.

The equipment consists basically of lightweight metal tubes with ends formed on a mass production basis by eccentric or hydraulic presses in accordance with patented design. All parts are prefabricated, packed in boxes and assembled on the spot by customers on large or small building projects.

The system obviates the need for cumbersome and costly fittings for tube connections normally associated with orthodox scaffolds, and can be adapted to forming parts for the construction of towers, bridges, pipeline supports and other structures in addition to mobile scaffolds.

The Dutch company is prepared to negotiate a joint-venture arrangement with a qualified U S. firm. **File 1566-R**

Swiss firm needs U.S. power equipment know-how

A Swiss firm seeks technical know-how from U.S. manufacturers of power switching and distribution equipment as well as complex electronic components. The company is also interested in licenses for the production of interference voltage regulators, filters, radio frequency transformers, inductors and industrial and audio frequency transformers.

Currently, the Swiss company makes power switching and distribution equipment and electronic products for industrial application. It operates a modern and well-equipped plant.

Write: Pyrochta, Gutor AG, Alb. Zwyssigstr. 49, 5430 Wettingen, Switzerland. WTD. **P-70411.**

Cyprus sawmill venture open to U.S. partner

A Cypriot company seeks U.S. participation in a joint venture to establish a modern sawmill to produce lumber and chipboard from local and imported timber. A U.S. firm is offered up to 49% equity in the enterprise. The Cypriot concern is a manufacturer's agent and distributor of lumber, iron and general building materials. It has a good deal of experience in the lumber business.

Reportedly, there are currently four small sawmills and three parquet floor plants in Cyprus. The country's forest products needs are supplied principally by imports.

Additional details about this opportunity are available from the Office of International Investment, Bureau of International Commerce (BIC-878), Washington, D.C. 20230.

Write: John Cotsapas & Sons Ltd., 26 Themis St., P.O. Box 112, Limassol, Cyprus. WTD. **P-70406.**

Overseas licenses sought in controls, other related fields

Overseas licenses are sought by one or more subsidiaries abroad of a major U.S. corporation. Plants in Argentina, Brazil and Mexico provide coverage for the LAFTA countries and with Canadian operations for the Western Hemisphere. Plants in Italy, Holland, and Spain in combination with a European sales operation provide coverage for EEC and EFTA areas. Market coverage in Asia and Oceania is from plants in Japan and Australia.

These subsidiary operations serve local industries supplying control components for the electric motor, aircraft, lighting, transportation, heating, ventilating, air conditioning, electronic data processing, power distribution, housewares, major appliances, and copying machine markets. Technical sales operations in all countries serve original equipment manufacturers. They are interested in expanding markets in related areas.

Innovative, technologically based products, electro-mechanical or electronic in nature, are desired which provide any or all of the following types of functions: activating, display, powering, regulating, sensing, and sequencing. License potentials will be evaluated on an individual site or country basis, and multi-site licenses, as required, will be negotiated with U.S.-based management.

Write: Allan C. Klepper, Control Products Division, International Department, MS 1-40, Texas Instruments Inc., 34 Forest St., Attleboro, Mass. 02703. **P-70405.**

Asian Bank assists Korea's small and medium industries

The Asian Development Bank has loaned the equivalent of $10 million to the Medium Industry Bank (MIB) of the Republic of Korea. The loan will augment the MIB's foreign currency resources for the extension of medium and long-term subloans to small and medium industries in Korea to cover the foreign exchange cost of their development projects.

The small- and medium-industry sector plays a very important role in the economy of the Republic of Korea. It accounts for 98% of the total number of enterprises in the manufacturing, mining and transportation industries; it provides employment to 61% of the total work force and contributes 47% of the output and 41% of the exports of those industries.

German company desires to produce electrical items

A large German manufacturer seeks U.S. licenses to complement its line of electrical and electronic controls and components as well as equipment. The company is well represented throughout the world and is a subsidiary of a Swiss firm.

Write: Rudolf Klotzbucher, Manager, Market Development, German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019. **P-70399.**

License to make mobile homes goal of French firm

A license to manufacture mobile homes is sought by a small French firm. Established in 1965, the company presently produces insulated panels and sells building materials as well as decorative coatings.

Write: Societe Intermat, 21 Rue des Sports, 81-Mazamet, France. WTD. **P-70404.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Argentine lock producer wants U.S. investment

Doble S.A., a newly organized Buenos Aires firm, seeks a U.S. participant in a venture to manufacture a newly developed double key, all purpose safety lock. Patent rights to the lock are owned by Doble S.A. Requested of a U.S. firm is a capital investment of approximately $43,000.

A summary of the Argentina firm's proposal in Spanish is available from the Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230.

Write: Doble Sociedad Anonima, Chile 518, Buenos Aires, Argentina. **P-70412.**

Vienna company seeks drug, cosmetics license

A Vienna manufacturer of pharmaceutical specialties seeks licenses to produce non-USP and non-NF pharmaceuticals as well as cosmetics. The firm markets its products in Austria and the EEC and EFTA areas. It is affiliated with Herba Apotheker which employs 1,500 and reports annual sales of $33 million.

Write: Braumapharm Pharmazeutisch-chem. Grosshandels-und Erzeugungs-GmbH., Kolingasse 19, A-1090 Vienna, Austria. WTD. **P-70410.**

Swiss scales producer, exporter seeks licenses

A Swiss manufacturer and distributor of weighing scales incorporated in packaging machinery seeks licenses to make similar equipment. The firm is also interested in the production of filling, proportioning and bagging machinery. Initially, the Swiss company would consider marketing such equipment.

Currently, the firm exports 50% of its production to neighboring European countries.

Write: Max Keller AG, Schulstrasse 6, CH-8330 Pfaeffikon, Switzerland. WTD. **P-70417.**

Libby invests in Swaziland

Swaziland has been added as a source of pineapple for Libby, McNeill & Libby, which in the past has obtained pineapple from Hawaii and the Far East. Libby has begun processing canned pineapple products in the recently-acquired properties. The firm purchased an established processing operation and obtained pineapple acreage through purchase and lease. The African facility provides Libby with new distribution advantages in reaching foreign markets.

XUM

Burma seeks assistance in building 30-mile pipe for Rangoon water supply

The Government of Burma proposes to construct a 60 inch internal diameter pre-stressed concrete non-cylinder transmission pipe to convey water over a distance of approximately 30 miles in order to augment the water supply to the city of Rangoon. The pipe line will be in two approximately equal lengths. In both lengths the designed working pressure for the pipe will be 200 ft. head.

Pipelaying will be carried out by the Public Works Corp. of Burma across terrain to which access is difficult and therefore pipe lengths are to be as short as economically possible. Pipe joints will generally be of the push-in spigot and socket type but the pipe design and manufacture must also permit the use of the standard metal-coupling where required for the inclusion of valves, special fittings etc.

It is proposed that a manufacturing plant be set up in or near to Rangoon by the Government of Burma in collaboration with an expatriate firm or organization and that the suppliers of the plant supervise its operation. The necessary high tensile steel, joint pieces etc. will be imported while aggregates and Portland cement will be provided from Burmese sources. Financial and contractual details between the Government of Burma and the supplier of the plant are subject to negotiation.

Write, including a full description of the business to: Executive Engineer, Town Water Project Division, National Housing Board No. 220-234, Bogyoke Aung Sann St., Rangoon, Burma, quoting the reference "Pugyi Transmission Pipe."

Pakistan wants supplies for two sewerage projects

Pakistan is inviting bids for mechanical and electrical apparatus and appurtenances; glassware and appurtenances; chemical supplies; for two sewerage projects in Dacca and Chittagong. Both bid invitations are identical in terms and specifications, commodities and quantities. Included in each Tender are 277 items in various quantities.

Details on the Tender for Dacca are: Tender No. DW8-69; bid deadline Apr. 30. Invited by the Chairman, Dacca Water Supply and Sewerage Authority, 156/157 Motijheel Commercial Area, Dacca-2, East Pakistan. Cable: "WASADAC," Dacca. Details on the Tender for Chittagong are: Tender No. CW-205; bid deadline May 1. Invited by the Chairman, Chittagong Water Supply and Sewerage Authority, 67 Panchlaish Residential Area, Chittagong, East Pakistan. Cable: "WASACH," Chittagong.

Tender documents are available free from the two above issuing authorities. A review copy is available for inspection only, not loan, at the Scientific and Business Equipment Division, Room 4120, BDSA-653, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-2939).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

273 Books

27313—PAKISTAN—Technical, scientific, professional books. EURO-Pakistan News Agency (importer, retailer), 86 Kakrail, Dacca-2, East Pakistan. WTD 1/70.

301 Tires, tubes

30111—THAILAND—Tires, tubeless, for passenger cars. Requests catalogs, brochures, c.i.f. Bangkok prices. S. Lerson Co. Ltd. (importer, distributor), 161/1 Suriwongse Rd., Opp. Soi Sup Rd., Bangkok. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

32913 — THAILAND — Nonwoven coated abrasive products in bulk quantity. Requests catalogs, samples, c.i.f. Bangkok prices. Chula Co. (importer, distributor), 117 Sampeng St., Bangkok. WTD in preparation.

346 Metal stampings

34611—GERMANY—Cooking utensils, vitreous enameled metal. Josef Ritschel (agent), Postfach 8, 6451 Rueckingen b. Hanau. WTD 1/70.

34615 — GERMANY — Cooking utensils, stainless steel. Josef Ritschel (agent), Postfach 8, 6451 Rueckingen b. Hanau. WTD 1/70.

351 Engines, turbines

35111—SOUTH AFRICA—Steam turbines, automotive, industrial. Rema Tip Top Vulcanizing Products (South) Pty. Ltd. (distributor), 27 Neptune St., P.O. Box 313, Paarden Eiland, Cape Province. WTD 11/69.

35193 — NETHERLANDS — Gas engines. Exclusive agency for Benelux or EEC. Broeders Engineering & Trading Co. Attn: N.J. Broeders (importer), 28 Lange Kleiweg, Rijswijk (Z.H.) WTD 1/70.

35195—NETHERLANDS—Marine inboard, outboard drives. Exclusive agency for Benelux or EEC. Broeders Engineering & Trading Co.; Attn. N.J. Broeders (importers), 28 Lange Kleiweg, Rijswijk (Z.H.). WTD 1/70.

352 Farm machinery

35224—FRANCE—Farm machinery such as plows, listers, harrows, rollers, pulverizers, similar equipment. Descriptive literature, price lists requested. Goyer Omer (Etablissements) (importer, distributor, manufacturer), Zone Industrielle, 79 Thouars. WTD 11/69.

35227—SWITZERLAND—Small and medium size hand guided rotary snowplows. Marcel Boschung (manufacturer, agent), 3185 Schmitten. WTD 10/69.

353 Construction, mining, materials handling machinery, equipment

35314 — NETHERLANDS — Front-end attachments, buckets, grapples, slings, related equipment for power cranes, draglines, shovels. Exclusive agency for Benelux and EEC. Broeders Engineering & Trading Co.; Attn. N.J. Broeders (importer), 28 Lange Kleiweg, Rijswijk (Z.H.). WTD 1/70.

354 Metalworking machinery

35410 — SWITZERLAND — Machine tools for metal surface treatment. Alco SA/ Attn: Colelough Jr. (manufacturer, agent), 1022 Chavannes-Renens. WTD 12/69.

35441 — SWITZERLAND — Special hand tools for treatment of metal surfaces. ALCO SA; Attn: Colelough, Jr. (manufacturer, agent), 1022 Chavannes-Renens. WTD 12/69.

35453 — BELGIUM — Tools, hydraulic presses. Sogecomex S.A. (importer, agent), 4 Ave. de la Jonction, 1060 Brussels. WTD 12/69.

35480 — GERMANY — Medium and heavy duty metal working machinery, formers, cutters, grinders. Joe Hauf, Industrie-Vertretungen (agent), 18 Wilhelm-Raabe-Strasse, 4 Duesseldorf. WTD 1/70.

355 Special industry machinery

35551—THAILAND—Printing presses, 2, 4 and technic colors. Requests catalogs, c.i.f. Bangkok prices. Sahavithet Engineering & Co., Ltd. (importer, distributor), 584/4-6 Siphya Rd., P.O. Box 944, Bangkok. WTD 10/69.

35595 — SOUTH AFRICA — Desalination equipment. Rema Tip Top Vulcanizing Products (South) Pty. Ltd. (distributor), 27 Neptune St., P.O. Box 313, Paarden Eiland, Cape Province. WTD 11/69.

356 General industrial machinery

35663—NETHERLANDS—Marine propulsion and steering equipment. Exclusive agency for Benelux or EEC. Broeders Engineering & Trading Co.; Attn. N.J. Broeders (importer), 28 Lange Kleiweg, Rijswijk (Z.H.). WTD 1/70.

35690—ISRAEL—General industrial packaging and wrapping machinery and equipment for: blister- and skin packing; aerosol contract filling; general contract packing, sealing and labeling. Exclusive agency/distributorship. Packaging Kaufman Ltd. (importer, distributor, agent), 105 Hahashmonaim St., P.O. Box 412, Tel Aviv. WTD 10/68.

357 Office, computing, accounting machines

35720—THAILAND—Typewriters, manual. Requests catalogs, brochures, c.i.f. Bangkok prices. S. Lerson Co. Ltd. (importer, distributor), 161/6 Suriwongse Rd., Opp. Soi Sup Rd., Bangkok. WTD in preparation.

361 Electric transmission, distribution equipment

36120—SWITZERLAND—Voltage regulator devices and power supplies. GUTOR AG; Attn: Mr. Pyrochta (manufacturer, agent), Alb. Zwyssigstrasse 49, 5430 Wettingen. WTD in preparation.

362 Electrical industrial apparatus

36240 — SWITZERLAND — Industrial brushes for treatment of metal surfaces. ALCO SA; Attn: Mr. Colelough, Jr. (manufacturer, agent), 1022 Chavannes-Renens. WTD 12/69.

367 Electronic components, accessories

36740—SWITZERLAND — Semiconductor circuits, transistors, rectifiers, similar devices. GUTOR AG; Attn: Mr. Pyrochta (manufacturer, agent), Alb. Zwyssigstrasse 49, 5430 Wettingen. WTD in preparation.

36790—SWITZERLAND — Integrated circuits, relays, resistors, circuit breakers, memory devices for electronic application. GUTOR AG; Attn: Mr. Pyrochta (manufacturer, agent), Alb. Zwyssigstrasse 49, 5430 Wettingen. WTD in preparation.

372 Aircraft, parts

37291—GERMANY—Aircraft parts, auxiliary equipment. Horst F.H. Reger (importer, agent), 55 Grenzstr., 6232 Bad Soden/Ts. WTD 1/70.

399 Manufacturing industries

39932—GERMANY—Advertising novelties, gifts. Horst F.H. Reger (importer, agent), 55 Grenzstr., 6232 Bad Soden/Ts. WTD 1/70.

Bids on variety of educational equipment desired by Sao Paulo

The State of Sao Paulo is inviting bids on approximately 700 different items of technical and scientific educational equipment at an estimated value of US $30 million. The bid deadline is March 21.

A complete list of equipment and detailed specifications are available, at 50 new cruzeiros per set (4.41 new cruzeiros equals US $1.00), from Prof. Walter Costa, Director, Departmento Ensino Tecnico E Profissional, Rua Piratininga 85, 2nd Floor, Room 200, Sao Paulo, Brazil.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

JAPAN—Yoshiteru NIWA, President, S. Niwa Co., Ltd., 10, 1-chome, Takasago-cho, Gifu, **interested in distributorships for U.S. air-conditioning and heating equipment and in visiting associations of prefabricated house manufacturers and gasoline service stations as well as representative gasoline service stations.** Feb. 8 via Los Angeles for 2 weeks. c/o The 16th National Air Conditioning, Heating and Refrigeration Exposition, Convention Center, Cleveland, Ohio. Itinerary: Los Angeles, Cleveland, New York, San Francisco, Honolulu. WTD 1/70.

SOUTH AFRICA—A. M. Posniak, Director, A. Posniak & Sons (Pty.) Ltd., P.O. Box 1259, Cape Town, **interested in direct purchase and agencies for toys and nursery furniture.** Feb. 18 via New York for 1-2 weeks. c/o Statler Hilton Hotel, 7th Ave. & W. 33rd St., New York, N.Y. 10001. Itinerary: New York. WTD 11/65 under revision.

Prequalifying underway for highway construction projects

The Government of Brazil invites firms or consortia to prequalify for bidding on the construction of highways in various States in Brazil. The bids for this second construction phase will only be accepted from firms which have qualified in accordance with specifications issued by the Government. Prequalification deadline is March 25. One set of these specifications is available for loan and another for office review from the Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Room 4813, Washington, D.C. 20230 ★(202-967-3602).

Further information is available from Ministerio dos Transportes, Departamento Nacional de Estradas de Rodagem, Grupo Executivo de Concorrencias, Av. Presidente Vargas, 522—21° andar, Rio de Janeiro, GB ZC-00 Brazil.

Brazil has requested a loan from the World Bank for payment of the construction series.

Leads for Importers

Commodities are offered direct unless specified

358 Service industry machines

35853 — FINLAND — Medical refrigerators for use by hospitals, medical laboratories, drug stores, etc., manufactured in 5.7, 7.4, 9.5 cu. ft. capacity; temperature range 35°F. 46°F; voltages 220 and 110. Importer/agent should be able to service refrigerators. Oy W. Rosenlew Ab, Engineering Works. Attn: Mr. A. Ojst. (manufacturer, exporter), P.O. Box 51, Pori. WTD 1/68.

XUM

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

103 Lead, zinc ores

10310 — AFGHANISTAN—Approximately five tons of any of following bronze compositions: I. Sn=4.0—6.0%, Zn=4.0—6.0%, Pb=4.0—6.0%, Sb=0.5%, Fe=0.4%, Al=0.05%, Si=0.05%; II. Sn=3.5—5.5%, Zn=2.0—6.0%, Pb=14.0—20.0%, Sb=0.5%, Fe=0.4%, Al=0.05%, Si=0.05%; III. Sn=5.0—7.0%, Zn ½ 5.0—7.0%, Pb=2.0—4.0%, Sb=0.5%, Fe=0.4%, Al=0.05%, Si=0.05%. C.i.f. Karachi prices per ton requested. Djanglaak Industries A.G. (Attn: Engineer Mohammed H. Naseri) (importer, manufacturer), Kabul. WTD in preparation.

209 Food preparations

20961 — PAKISTAN—Hydrogenated castor oil. Specifications: saponification value mg KOH/g 174/184; neutralization value mg KOH/g max. 5; iodine value max. 4; hydroxyl content min. 4.5. Requests quotations, c&f Karachi for 125 long tons. Pak Grease Manufacturing Co. Ltd. (manufacturer), 6-Oil Installation Area, Keamari, Karachi. WTD in preparation.

228 Yarn, thread mills, products

● **28100—SUDAN**—Dimethoate, 32%, 719-, varying yarn counts, of bleached, combed mercerized cotton yarn. Bids to be mailed to the Chairman, Textile Mills Procurement Committee, 53 Pyidaungsu Yeiktha Road, Rangoon, Burma. The closing date for bids is March 5. Tender documents are available from the Office of Textiles, Room 5026, Department of Commerce, Washington, D.C. 20230. ★(202-967-5238).

229 Textile goods

22940 — GERMANY — Cotton waste, unbleached cotton, twill, canvas, sheeting, new-khaki and linen up to and over one yd. for production of polishing discs. Requests price quotations c.i.f. Hamburg or Bremen. Produktenwerk GmbH. (importer, distributor, manufacturer, exporter), 484 Rheda/Westf., Bosfelder Weg 47-49. WTD 1/70.

242 Sawmills, planing mills

24211—ITALY—Pitch-pine, Douglas fir, hemlock, red cedar. Corascello & Garnerone (imported), Via San Giacomo, 12100-Cuneo. WTD 1/70.

281 Industrial chemicals

● **28100—SUDAN**—Dimethoate, 32%, 719-000 I.G.; Sevin®, 85%, 1,080,000 lbs.; Anthio® 6721, 25%, 1,466,000 I.G.; endosulfan, 35%, 150,000 I.G.; Ekatin®, 67,000 I.G.; Azodrin®, 55.2% W/V, 610,700 I.G.; bidrin, 24%, 1,-351,000 I.G.; Dimecron® 50%, 675,500 I.G.; Metasystox® 25%, 1,351,000 I.G.; Toreidan® 955,500 I.G.; bidrin, 10% plus DDT, 20%, 150,000 I.G., and DDT 25% W/V, 142,000 I.G. Delivery by June 15. Bid deadline Feb. 21. Specifications and conditions obtainable from Sudan Gezira Board, Barakat, Sudan.

28124 — PAKISTAN — Lithium hydroxide monohydrate. Specifications: lithium hydroxide content as LiOH % W. min. 56-5; carbonates as Li_2CO_3 % W. max. 1.0; sodium, potassium as hydroxides % W. max. 1.0; water in solubles % W. max. 0.1. Requests quotations c&f Karachi for 20 tons. Pak Grease Manufacturing Co. Ltd. (manufacturer), 6-Oil Installation Area, Keamari, Karachi. WTD in preparation.

283 Drugs

28340 — SPAIN — Pharmaceutical preparations, especially bismuth submitrate, adrenaline, B-methylum-belipherone, etc. Laboratorios Europa, S.L. (manufacturer), Apartado Postal #37, Vigo, Pontevedra. WTD 1/70.

28340—TAIWAN—Pharmaceutical preparations for human use. Hemisphere Enterprise Co., Ltd. (importer, agent), P.O. Box 22411, Taipei. WTD in preparation.

289 Chemical products

28992—PAKISTAN—Tallow fatty acids (undistilled) incorporating 5 to 10% fat either split or blended of following specifications: saponification value mg KOH/g 195-210; neutralization value mg KOH/g, the neutralization value should be between 10 and 20 less than the saponification value; iodine value 40-50. Requests quotations c&f Karachi for 50 tons. Hydrogenated castor oil fatty acids. Specifications: saponification value mg KOH/g 176-186; neutralization value mg KOH/g max. 10; lower than saponification value; iodine value max. 4; hydroxyl content % wt. min. 4.7. Requests quotations c&f Karachi for 5 tons. Pak Grease Manufacturing Co. Ltd. (manufacturer), 6-Oil Installation Area, Keamari, Karachi. WTD in preparation.

291 Petroleum refining

29110—FINLAND—Paraffin wax for manufacture of candles, melting point 56-58 centigrade, packed in bags or cases. Requests grades, terms, prices. Interested in shipments of 100 tons twice yearly; larger shipments at a time also agreeable, if price is adjustable accordingly. DESICO (manufacturer), Pietarinkatu 9, Helsinki 14. WTD 1/69.

333 Primary smelting, refining of nonferrous metals

● **33300—INDIA**—Supply of electrolytic copper wire bars. Bid deadline Feb. 23. Contact Joint Director, Rly. Electrification (Stores), Railway Board, Rail Bhavan, Raisina Road, New Delhi-1, India. Tender No. RE(S)/25 of 1969. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref: D/ENQ/16.

342 Cutlery, hand tools, general hardware

34231 — SOUTH AFRICA — Mechanics' hand service tools. Buffalo Motor Spares (Pty.) Ltd. (distributor), 65-67 Buffalo St., P.O. Box 106, East London, Cape Province. WTD 11/69.

34231 — SOUTH AFRICA — Mechanics' hand service tools. Direct purchase and agency. Consolidated Auto Co. (Pty.) Ltd. (distributor), 440 Main St., P.O. Box 915, Port Elizabeth, Cape Province. WTD 12/69.

353 Construction, mining, materials handling machinery

35361 — SWITZERLAND — Electric chain hoists, hand chain hoists, mine shaft, slope electric wire-rope hoists, air hoists, wire-rope fittings, tackle blocks, crane hook blocks, turnbuckles, shackles, clips, clamps. COMORGA AG (importer, distributor, agent), Leimbachstrasse 153, 8041 Zurich. WTD 1/70.

35362 — SWITZERLAND — Monorail systems, I-beam trolleys. COMORGA AG, (importer, distributor, agent), Leimbachstrasse 153, 8041 Zurich. WTD 1/70.

354 Metalworking machinery

35484 — SOUTH AFRICA — Automotive maintenance equipment. Buffalo Motor Spares (Pty.) Ltd. (distributor), 65-67 Buffalo St., P.O. Box 106, East London, Cape Province. WTD 11/69.

35484 — SOUTH AFRICA — Automotive maintenance equipment. Direct purchase and agency. Consolidated Auto Co. (Pty.) Ltd. (distributor), 440 Main St., P.O. Box 915, Port Elizabeth, Cape Province. WTD 12/69.

356 General industrial machinery

35612—ITALY—Self-priming power pumps for liquids and abrasive pastes, and any special industrial hydraulic power pumps. F.E.I.T. (importer, manufacturer), Via Monginevro 226, 10124-Torino. WTD 3/69.

361 Electric transmission, distribution equipment

● **36100—MALAYSIA**—Supply of six transformers for the Menglembu and Senawang Industrial Estate substations. Two units rated 30 MVA, 66/11KV; two rated 7.5 MVA, 132/11KV and two neutral grounding auxiliary units and associated control equipment. Tender No. 8820; bid deadline Mar. 17. The Purchasing and Contracts Officer, National Electricity Board of the States of Malaya, P.O. Box 1003, No. 129 Falan Bengsar, Kuala Lumpur. Tender documents are available at the above address at a cost of $8.17 payable in bank draft to the Chief Accountant, not refundable.

36122—MALAYSIA—Twelve units of high voltage transformers. Specifications: primary input—220 to 240 volt A.C. 50 cycles (3 tappings); secondary output: 40 kv. r.m.s. at 4 milliamp, continuous rating (bridge rectification) output used for corona discharge. In the event of sparking across the load, output should drop sharply; construction and finish should, primarily, be of coil arrangement and secondarily of four coils equally spread and connected in series to achieve 40 kv. Finish to be vacuum impregnated. Outside dimensions of rectangular core 11 ins. x 7 ins.; inside dimensions of 2 ins. square; overall size of transformers with primary and secondary fitted 9½ ins. x 11 ins. Request prices c.i.f. Hargill Engineering Sdn. Bhd. (importer, manufacturer, retailer), 34 Jalan Tiga, Jalan Sungei Besi, P.O. Box 247, Kuala Lumpur. WTD 8/69.

363 Household appliances

36321—SOUTH AFRICA—Kerosene operated refrigerators, upright and chest type food freezers; electrically operated upright and chest type food freezers, combination refrigerator freezers. Direct purchase and sole franchise for Southern Africa. Katz International Corp. (Pty.) Ltd. (distributor), 105 Hope St., Cape Town, Cape Province. WTD 9/69.

366 Communications equipment

● **36600—IRAN**—Supply of magnetic field and desk telephone sets. Tender No. 1149/48; bid deadline Mar. 7. Copies of the tender announcement and specifications are available from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4823), on a short-term loan basis to firms located in the U.S. or Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007.

371 Motor vehicles, motor vehicle equipment

37141—SOUTH AFRICA—Parts, accessories for passenger cars, trucks, busses. Buffalo Motor Spares (Pty.) Ltd. (distributor), 65-67 Buffalo St., P.O. Box 106, East London, Cape Province. WTD 11/69.

37141—SOUTH AFRICA—Parts, accessories for passenger cars, trucks, busses. Direct purchase and agency. Consolidated Auto Co. (Pty.) Ltd. (distributor), 440 Main St., P.O. Box 915, Port Elizabeth, Cape Province. WTD 12/69.

381 Engineering, laboratory, scientific & research instruments, equipment

● **38100—PAKISTAN**—Supply of 31 balances, 2 incubators, 4 electrothermal mounting baths, 2 chamber ovens, 6 centrifuges, 2 sterilizers, 5 manestywater stills. Tender No. S-11/395/69-70; bid deadline Feb. 28. Invited by the Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan—Cable: "SUPPLY," Dacca. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230★ (202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—ARGENTINA**—Supply of two thermographic infrared detecting instruments for measuring temperature differentials. Tender No. 6/70; bid deadline Mar. 17. Invited by Agua y Energia Electrica, Corrientes 531, Buenos Aires, Argentina. Tender documents available at 10 pesos each (3.50 Argentine pesos equals U.S. $1.00) from above tendering authority.

396 Costume jewelry, novelties, buttons, notions

39642—SWEDEN—Hair curlers, pins, other hair accessories. Exclusive direct purchase or agency. Kurt Eckerstrom AB (importer, distributor, agent), Box 304, S-401 24 Goteborg 1. WTD 1/70.

399 Manufacturing industries

39913—SWEDEN—Brushes; tooth, hair, clothing. Exclusive direct purchase or agency. Kurt Eckerstrom AB (importer, distributor, agent), Box 304, S-401 24 Goteborg 1. WTD 1/70.

39999—SWEDEN—Hair nets, combs, other hair accessories. Exclusive direct purchase or agency. Kurt Eckerstrom AB (importer, distributor, agent), Box 304, S-401 24 Goteborg 1. WTD 1/70.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BOTSWANA—The Government of Botswana will be inviting tenders for the **construction of Shashi Dam** forming part of the works for the Shashi Project. The cost of constructing the dam will be in the neighborhood of $2 million.

The dam is located on the Shashi River about two miles upstream of Shashi Siding, sixteen miles south of Francistown. It comprises a zoned earth fill embankment having a maximum height of about 80 feet above river bed level and extending for a total length of about 10,000 feet. Included in this length is a concrete gravity spillway section 1,000 ft. long having a maximum height of about 40 ft. above the expected foundation level. A channel downstream of the spillway requires some rock excavation and the construction of a diversion wall about 800 ft. long averaging 30 ft. in height. Outlet works comprising a circular intake tower, a culvert under the earth dam and associated pipework and valves are also included. Grouting and cutoff works under the dam will be required.

It is anticipated that construction work on the Dam should commence by early June 1970 and that it should reach a stage of completion sufficient to enable water to be impounded by Oct. 31, 1971.

The tender documents in English will be available early in March from the Consulting Engineers (Sir Alexander Gibb & Partners, Telford House, 14 Tothill St., Westminister, London, S.W.1) upon payment of fifty rand ($70) or the equivalent in foreign exchange.

Firms interested in tendering for this contract should apply not later than Feb. 18 to the Consulting Engineers for the Tender documents at the same time submitting the payment referred to above and forwarding details of their previous experience of work of a comparable nature. Tenders will only be considered from firms experienced in this class of work.

The deposit will be returned on receipt of a bona fide Tender by the due date. The anticipated date for submission on Tenders is Apr. 30.

COSTA RICA—The Ferrocarril Electrico al Pacifico (Pacific RR) has announced plans **to buy more than $1.5 million in new locomotives, rolling stock, and other equipment.** The list of new equipment is topped by three self-propelled passenger trains and also includes two diesel locomotives, twenty-five flatcars, 100 seatainer type cargo containers, and an 18-metric-ton crane. The railroad will further augment its rolling stock with the purchase of **25 used boxcars.** The Pacific also outlined modifications to be made on its pier at Puntarenas to relieve port congestion. A second track and platform designed for docking lighters will also be constructed.

FINLAND—Valmet Oy, a government-owned company, is presently conducting feasibility studies for the **construction of a new shipyard** on 125-150 acres at Vuosaari, in the outskirts of Helsinki. The company is considering spending approx. $23.8 million or more on a yard capable of building and repairing ships up to a capacity of 100,000 deadweight tons. Preliminary plans call for the Vuosaari shipyard to be built during the period 1970-73, after which the company's present facilities at Katajanokka and Suomenlinna, both also within the city limits of Helsinki, would be closed.

Officials directly involved with this project are Olavi J. Mattila, President; Henrik Solin, Commercial Director; T. M. Kaipainen, Director of Production; and Rauno Ilves, General Manager of the Helsinki Shipyard.

FRANCE—The deep-water port of Fos-sur-Mer near Marseille has been chosen as the site for the new FF 5,600 million (approx. $100 million) **steelworks** to be built by the French steel company, Wendel-Sidelor. The plant is due to become operational in 1973, with an initial capacity of 4 million tons a year gradually increasing to 7 million tons.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

GHANA—The Ghana Water and Sewerage Corp. is expected to invite world-wide tenders shortly for equipment and construction to undertake the first phase of an **extensive water and sewerage project** for the Accra-Tema Metropolitan area. The Republic of Ghana reportedly received a $3.5 million loan from the World Bank (for benefit of the Ghana Water and Sewerage Corp.) to assist in financing the foreign exchange cost of extending the water distribution system in the Accra-Tema area and installing a sewerage system for Central Accra, together with consulting services.

THAILAND—Mr. Decha Nokkheo, Chief, Construction and Maintenance Division, Department of Aviation, Ngarm Duplee Lane, Tung Makamek, Bangkok, has announced that the lowest bidder for the expansion of the Don Muang Airport terminal facilities is Thai Yong Phanich Co., Ltd. American firms interested in supplying products, such as **landing aids, lighting, communications and airport fixtures** for this project should correspond with Mr. Kavee Jearkjirm, Managing Director, Thai Yong Phanich Co., Ltd., 222 Lan Luang Road, Bangkok.

VENEZUELA—The Venezuelan Institute of Social Security has announced that it will soon commence the construction of **six new hospi-**

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tals with a total investment of Bs. 500 million (Bs. 4.50 = U.S. $1). The hospitals will be built in the following towns: Los Teques, 300 beds; Maracay, 200 beds; Valencia, 450 beds; Maracaibo, 450 beds; Coro, 300 beds, and Barquisimeto, 500 beds.

Centers for ambulatory patients will be built in Los Teques, El Consejo, Tejerias, Turmero, La Victoria, San Mateo, Maracaibo and Coro. U.S. companies interested in selling equipment should contact: Instituto Venezolano de Los Seguros Sociales, Edificio Haiek, Calle L. Perez, Quinta Crespo, Caracas, and the Ministerio de Obras Publicas, Direccion de Planificacion de Hospitales, Edificio Sur, Centro Simon Bolivar, Caracas.

Four major construction projects in Germany announced by NATO

The Federal Republic of Germany intends to solicit bids in the near future on four construction projects under NATO's infrastructure accelerated bid procedure. This requires that names of prospective bidders be submitted to the German delegation.

The deadline for submitting names is the close of business on February 24. Interested and qualified U.S. bidders should submit their names to the U.S. Mission to NATO in Brussels prior to the above date. These firms' names should appear on the NATO International Competitive Bidding list of approved firms.

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Interested U.S. firms may contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

The approximate scope of the project includes administrative buildings, storage and vehicle accommodation buildings, 13 ammunition bunkers, as well as the normal preparation of site clearing, water supply and sewage systems, and internal roads. The estimated total cost of these four projects is $9 million.

Ceylon board seeks bidding on supply of radio equipment

The Ceylon Transport Board, Colombo has issued Tender No. S/P3/T/9/1004/69, for the supply of VHF/FM Radio Communications Equipment. The bid deadline is March 25.

Bids should offer VHF/FM fixed station equipment and mobile equipment, including antennas, crystals and cables.

Copies of the tender announcement and specifications are available on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4823).

NATO invites qualified firms to submit bids for desk-top computers

The NATO Research Center, Italy, invites bids for the supply and maintenance of a programmable electronic desk-top computing calculator, for engineering and scientific problems, with computer-like memory and cathode ray tube display, complete with printer and plotter and all essential accessories. The bid deadline is March 31.

Only prequalified suppliers from NATO countries are eligible to submit quotations. Bids are invited by and should be submitted to: North Atlantic Treaty Organization (NATO), Purchasing and Contracting Officer, Saclant ASW Research Center, La Spezia, Italy.

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Interested U.S. firms may contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.

ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.

CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181, Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 778-2220, Ext. 2151.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 553-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303, 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816, 374-3141.

LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1100 Liberty Ave. Area Code 412, 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.

SALT LAKE CITY, UTAH, 84111 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

New Books and Reports

***Transfer of Technology and Licensing Opportunities.* Published by United International Bureaux for the Protection of Intellectual Property (BIRPI), Geneva, Switzerland, 1969. (PJ/79, 5pp.; Annex to PJ/79, 19pp.).**

This report contains a list of institutions—both governmental and private—that publicize, either as a principal or subsidiary activity, opportunities for sale or licensing of patented and unpatented technology. BIRPI, which is the international organization responsible for administering the Paris Union Patent and Trademark Convention, to which about 80 countries adhere, compiled this report.

It contacted national industrial property offices and international organizations for names and addresses of such institutions and publications. It received addresses of about 180 institutions in 28 countries, to whom it wrote for further information on their activities. About 120 responded with pertinent details and samples of their publications. The respondent institutions (and addresses) are listed in an Annex to the report.

The listings also indicate types of activities through which institutions that have no publications communicate or license technology to interested persons.

The list is subdivided, first by company, then by type of institution (government or private). Institutions in each sub-division are listed alphabetically. The report is published as a first edition, with up-dating contemplated as further information is received by BIRPI.

The report's purpose is to facilitate international access to technology available for sale, licensing or other transfer. By giving the widest possible international publicity to institutions that engage in such activities, the report will be an important element in implementing the flow of technology between countries, particularly to those in the developing world.

Write: BIRPI, 32, Chemin des Colombettes (Place des Nations), 1200, Geneva, Switzerland.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Austria. OBR 69-57. 24pp. Gives general information on the population, geography and government, structure of the economy, the leading industrial sectors, the labor force, finance, foreign trade, development planning and the outlook for the economy.

Foreign Trade Regulations of Kuwait. OBR 69-77. 5pp. Reviews Kuwait's trade policy, import tariff structure, special customs provisions, shipping documents, marking and labeling requirements, nontariff import controls, export controls, and U.S. controls which affect trade with Kuwait.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The Foreign Investor in Portugal.* Published by the Banco Portugues Do Atlantico, Lisbon, Portugal. 107pp.**

This revised edition updates an earlier version last published in 1967. The new publication is arranged as a spiral notebook permitting the insertion of additional material or revisions as they are published and made available by the Bank to requesting parties. The booklet is divided into two major parts, treating the Portuguese economy and the establishment and operation of a company in Portugal. The latter section deals with such topics as establishing a company, protection of the structure of certain sectors of the manufacturing industry, industrial property, rules of competition, rules regulating external transactions, the Portuguese tax system, credit and financing, labor and investment incentives.

Write: Banco Portugues Do Atlantico, Public Relations Department, Ruo do Ouro, 110, Lisbon 2, Portugal.

Natural gas report

The impact of the fast-growing natural gas sector on the energy market in European countries of the OECD is studied in a report just published by the Organization. The study, the **Impact of Natural Gas on the Consumption of Energy,** gives possible trends in energy consumption patterns up to 1980 in Europe and also contains a survey of American and Canadian experience in integrating natural gas within the energy economy.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006 (202 298-8755).

INTERNATIONAL MARKETING INFORMATION SERVICE

Latest IMIS reports are:

Country Market Digest. Best Prospects for U.S. Exports to Spain. 8pp. 10 cents.

Exhibitors' Export Market Guide (*for U.S. Trade Center Shows*): Frankfurt—Servosystems & Components, May 20-22. 4pp. 10 cents.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

***Current European Directories.* G. P. Henderson, ed. CBD Research Ltd., England. 1969. 222pp. $22.50.**

A guide to directories and other sources of directory information—either published in Europe or including Europe as part of a worldwide coverage—includes all countries of Western and Eastern Europe except Turkey. The first section lists by countries general directories of each country by groups; such as, official yearbooks and almanacs, general industrial and commercial directories, telephone, telex and telegraphic address directories. Section two presents specialized directories of industries, trades and professions by title. Section three is an analytical subject index in English, French and German.

The description of each directory includes the title, alternative titles in other languages, name, address and telephone number of the publisher and of his agents abroad, date, pagination and price.

Write: CBD Research Ltd., 154 High St., Beckenham, Kent, England.

***Anglo-American Directory of Mexico.* Mexico City, 1970. $7.**

Published annually since 1932, the directory tells Americans north of the border what Americans south of the border are doing. In addition to listing thousands of American and British families resident in Mexico, with their home and business addresses, the Directory gives their background—their schools, churches and clubs, their Embassies and consulates, their leading physicians and favorite shops.

Write: Anglo-American Directory of Mexico, Apartado Postal 27-210, Mexico 7, D.F.

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Calendar *for international traders*

CHICAGO—Mar. 3—Automotive Exporters' Club meeting, Builders Building.

CHICAGO—Mar. 4—In-office meeting for exporters, Commerce Field Office.

CHICAGO—Mar. 12—International Trade Club of Chicago meeting, Bismarck Hotel.

CHICAGO—Mar. 18—Chicago Midwest Credit Management Assn. meeting, Bismarck Hotel.

CINCINNATI—Feb. 25—Advanced Seminar in International Business Problems—Fifth of five sessions, University of Cincinnati. Topic: Licensing. Sponsors: University of Cincinnati, REEC, World Trade Club, and Commerce Field Office.

CLEVELAND—Apr. 3—Twenty-FifthAnnual Cleveland Trade Conference. **Speaker: Robert McLellan, Deputy Asst. Secretary of Commerce for Business Development.**

CLEVELAND — Feb. 25 — Export Documentation Workshop, 10-12 noon, conference room, Cleveland World Trade Assn., Union Commerce Bldg.

DAYTON, OHIO—Feb. 25—Second Annual Export Trade Workshop—Fifth of seven sessions, University of Dayton. Sponsors: University of Dayton, REEC, Dayton World Trade Committee, and Commerce Field Office.

DES MOINES, IOWA—Feb. 25—Central Iowa World Club Export dinner meeting. Savery Hotel, 6 p.m. Subject: Future Trends in Transportation. Sponsors: Lykes Bros. Steamship Lines, Iowa Regional Export Expansion Council, Greater Des Moines Chamber of Commerce, Des Moines Field Office.

DETROIT—Feb. 24—Export Workshop, 10 a.m., Commerce Field Office, 533 Federal Bldg.

DETROIT—Mar. 19—World Trade Club of Detroit, Pick-Fort Shelby Hotel, 6 p.m.

FAIRFIELD, CONN.—Mar. 3—Export Managers of Bridgeport (Southern Connecticut) luncheon, 12-2 p.m., Fairfield Motor Inn.

GRAND RAPIDS, MICH.—Feb. 24—Western Michigan World Trade Club, Swiss Chalet, 6 p.m.

HONOLULU—Mar. 18—'How to Get Started in Export-Import' workshop, 10 a.m., Commerce Field Office.

LOS ANGELES—Feb. 27—Export Expansion Seminar, 9:30-noon, Los Angeles Field Office.

MIAMI, FLA.—Feb. 25—Export workshop on Ocean Transportation and Containerization 10 a.m., Commerce Field Office. Sponsors: South Florida Regional Export Expansion Council, Miami Field Office.

MILWAUKEE—Mar. 5—Milwaukee World Trade Club monthly meeting, Holiday Inn, Midtown. Speakers: James Foster, Northwest Orient Airlines, Minneapolis, and F. L. Betz, Lykes Bros. Steamship Co., New Orleans.

MT. VERNON, N.Y.—Feb. 24—Profits in Exports meeting at Mt. Vernon Chamber of Commerce, 10 South Second Ave., 11 a.m. **Speaker: Gertrude Oppolzer, International Trade Specialist, New York Field Office,** U.S. Department of Commerce. Sponsored by the Chamber of Commerce, Commerce Field Office, and New York REEC.

NEW ORLEANS—Mar. 2—First of six weekly seminars on Export Financing and Credit Problems, 7:30 p.m., Louisiana State University in New Orleans. Sponsors: L.S.U., Louisiana-Mississippi REEC, Commerce Field Office.

NEW YORK—Feb. 23—American Management Assn. meeting on the New U.S. Policy for Latin America—Effects on U.S. Business. Speaker: **Harold B. Scott, Director, Bureau of International Commerce, U.S. Dept. of Commerce.**

NEW YORK—Feb. 25-27—Annual EDP Conference, Americana Hotel. Sponsor: American Management Assn.

NEW YORK—Feb. 25—First of eight Wednesday evening seminars on Planning and Organizing For International Trade, course offered by Pace College, New York City. Sponsors: Commerce Field Office, Small Business Administration, Foreign Commerce Club of New York, and New York REEC.

NEW YORK—Feb. 26—National Industrial Conference Board's Financial Conference on the "Dwindling U.S. Trade Surplus." Waldorf-Astoria Hotel. **Speaker: Lawrence A. Fox, Deputy Asst. Secy. of Commerce for Trade Policy.**

NEWARK—Feb. 19—First International Trade Seminar at Greater Newark Chamber of Commerce, 1180 Raymond Blvd., 3 to 4:30 p.m. **Speakers: Stanley Schwartz, New York Field Office, U.S. Department of Commerce,** and David S. Rinsky, Trade Development Director, Greater Newark Chamber of Commerce.

ST. JOSEPH, MO.—Feb. 24—Export Market Development Workshop 9-11:30 a.m., Chamber of Commerce, 510 Francis St. Sponsors: Commerce Field Office and REEC.

ST. JOSEPH, MO.—Feb. 24—Export Documentation Workshop 2-4 p.m., Chamber of Commerce, 510 Francis St. Sponsors: Commerce Field Office and REEC.

ST. LOUIS—Mar. 3—"Show You" Export Workshop, Conference Room, Federal Building, 2 p.m. Sponsors: REEC and Commerce Field Office.

SAN FRANCISCO—Mar. 16—"Expanding Role of the United States in International Trade in the Seventies," Fairmont Hotel, 2 p.m. Speaker: William R. Trulock, Regional Manager, *Business International.* Sponsor: Foreign Trade Division of National Ass'n. of Secondary Material Industries.

WASHINGTON, D.C.—Mar. 4—Foreign Trade and Investment Policy, dinner meeting of the Brookings Institution. **Speaker: K. N. Davis, Jr., Asst. Secretary of Commerce for Domestic and International Business.**

WASHINGTON, D.C.—Mar. 23-24—10th Annual Washington Conference on Business-Government Relations, Shoreham Hotel. Sponsor: The American University Center for the Study of Private Enterprise.

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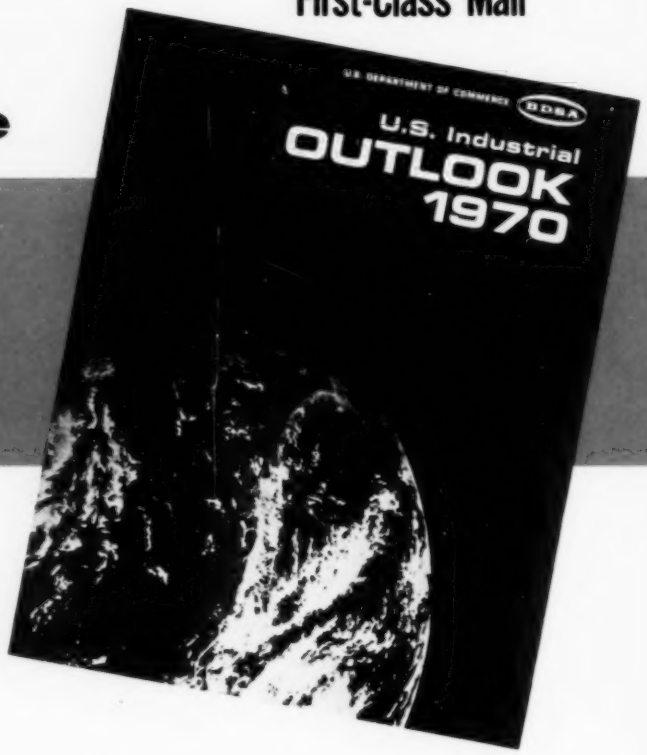

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